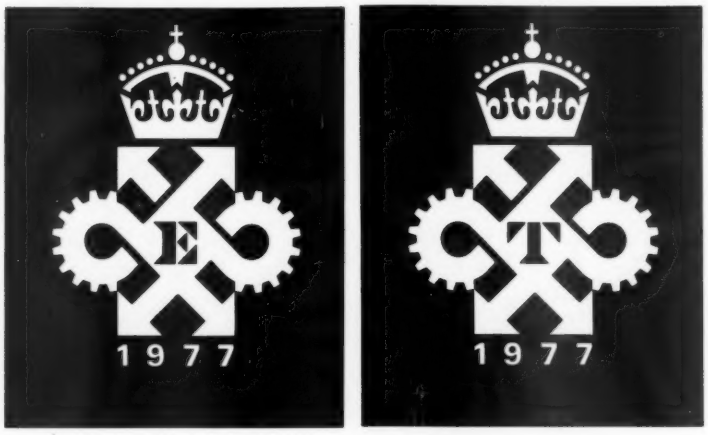
Trade and Industry

24 September 1976 35p

How to go about business in Morocco and Tunisia



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Trade and Industry

24 September 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

This week we feature two North African market reports. The first describes economic growth in Morocco; the second, opportunities in Tunisia – a market which is turning increasingly towards Europe.

Trade and Industry

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Editorial
Room 439, 1 Victoria Street, London SW1H 0ET

Editorial inquiries		01-215 5730
Editor	Alan Williams	01-215 5653
Deputy editor	C. R. Kabraji	01-215 5654
Features and technology	Geoff Sedgwick Jennifer Clarke	01-215 5656 01-215 5074
Special features and promotion	John Bentley	01-215 5655
European community and overseas trade	Gillian Samuel Alex Mayne-Reid Geoff Heaford	01-215 5620 01-215 3016 01-215 3006
Art and pictures	Bob Priestley	01-215 3118
Circulation control	Christine Swinyard	01-215 5021

Advertisements
T. G. Scott & Son Ltd., 1 Clement's Inn, London WC2A 2ED

Senior advertisement representative	Colin Beadle	01-242 6264

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Home news

'Never mind the plant – check the product': Design Council 762
Proposed safety regulations for babies' dummies 762
Carriage of dangerous goods in ships 762
Ralph Hilton Transport Services Ltd. 762
Dwell Construction Ltd: report reprinted 762
Edmund Dell to address North-West tourist board 763
Work starts on Kirkby Stephen advance factory 763
Engineering company moves in at Millom 763
Joint statement on Yugoslav air disaster 764
'Discontinue RRP for small electrical goods' – Price Commission 764
'Consumer protection essential to democratic society' – Roy Hattersley 765
Tea subsidy to end 766
BTA holds 'Travel Workshop' 766
Clearer displays of petrol prices 766

Government sales 766

Technology news

NRDC sponsors low-cost air navigation system 768
New aerosols for critical applications 768
Full-scale testing at NEL 768
Dye tests North Sea pipeline 768
Seminar on gas equipment for EEC 769
Saving water in 'The Gents' 769
Refurbishing at the National Gallery 769
Monitoring equipment for potato powder 769
Mobile laboratory for non-destructive testing 769

European community news

Producers to be made liable under new EEC draft directive 770
Regulations make EEC record books compulsory 770
Proposed EEC code of conduct for transactions in securities 771
UK's share of 1976 social fund reaches £24m 771
CFP the 'dominant' community issue – Crosland 771
Special responsibility for Europe 771
New legislation 772
EEC vegetable import duties suspended 772
EEC-Efta free trade agreements: revised notice 773
Trade statistics 773
Directive seeks to standardise quantities for prepacked goods 773
Commission proposes standards for pleasure craft 773
European trade committee holds annual meeting 773
GSP: restoration of normal duties 774
Migrant labour in the EEC 775

Overseas trade news

Strengthening the UK-Canada partnership: Callaghan 776
Application for temporary exemption from import duty 776
Birmingham chamber plans W. African mission 776
Notices to importers 777
1576 Imports of cotton yarn from Turkey and Greece 777
1577 Imports of bananas from dollar area 777
Export Year recruitment campaign in North-West 777
Seminar on way forward in Anglo-Japanese trade 777
ECGD guarantees £13m loan for wire rod mill 777
Licensing arrangements for exports of non-alloy ferrous scrap to countries outside the EEC 778
Assessing the market in Hong Kong 778
Market report: Morocco 780
Economic growth in a tourist paradise
Market report: Tunisia 786
A developing market for Europe

Country data

Angola 789, Australia 789, Argentina 789, Barbados 790, Bolivia 790, Botswana 790, Brazil 790, Chile 791, Colombia 791, Cyprus 791, France 791, Israel 791, Italy 791, Libya 792, Netherlands Antilles 792, New Zealand 792, Portugal 792, St Kitts-Nevis 792, Sierra Leone 793, South Africa 793, Spain 793

Exhibitions

British firms strike gold at Leipzig 794
Major British role in poultry exhibition 794
Optimistic prospects about Bulgarian market 794
Kalmar shopping week generates goodwill 795
Gratifying results from Frankfurt's autumn fair 796
British firms on the up-beat in New Orleans 796

Export successes 798

Statistics

The economy: selected indicators 800
New estimates for investment in assets for leasing, hiring and renting out 801
'Economic Trends' for September 801
Index of retail prices for August 802
Index of industrial production for July 802
Current account of UK balance of payments for August 804
Business Monitors 810
Wholesale price indices in August 810
Metal working machine tools: sales and orders in June 815
Engineering sales and orders up to June 816
Motor vehicle output in August 818
New companies registered in N. Ireland 819
British Film Fund Agency returns 819
Registrations of British, community and foreign films 819
Release dates of economic statistics to be published in October 820
Index to statistics 821

The Editor regrets that due to a continuing industrial dispute within the printing industry, some material intended for this issue has been omitted or held over.

Home news

'Never mind the plant – check the product': Design Council

Too much attention is given to new plant and not nearly enough to the product itself, according to Lord Caldecote, chairman of the Design Council. Introducing the council's annual report, published this week, he emphasises the importance of design as a central activity of industry. Calling for higher design standards, he emphasises that good design cuts down the need both for research and test-marketing, bringing an impressive reduction in conception-to-production time.

The report draws attention to the need for British industry to make new and better products since 'there can be no purpose served by government investment in industry leading only to the manufacture of greater quantities of products that may already have proved to be of little interest to world markets'.

British industry, declares the report, should be as much concerned with product design and development as with productivity of job maintenance, for without saleable products there will be no jobs. Investment in design and development should be the objective, rather than investment aimed simply at saving companies from bankruptcy or at creating jobs.

Proposed safety regulations for babies' dummies

Safety regulations are to be introduced for babies' dummies. The Department of Prices and Consumer Protection circulated draft proposals this week to interested bodies for comment, including consumer and safety organisations, medical and nursing bodies, local authority associations and organisations representing manufacturers and traders.

The regulations, to be made under the Consumer Protection Act 1961, are based on British Standard 5239, published in November 1975. They include requirements concerning the materials used (they must be non-toxic) and safe construction and also require dummies to satisfy compression, impact, bite and tensile tests set out in the Standard.

Each dummy is required to be packed in a closed container and instructions concerning safe usage must be given on the container or in a leaflet within it.

The regulations will be made as soon as possible after completion of the consultations. When they are made and in operation, it will be an offence for any person to sell or offer for sale in the course of a business in Great Britain any baby's dummy which does not comply with the prescribed safety requirements. The regulations will be enforced by local trading standards authorities.

Copies of the draft regulations are obtainable from the Department on application to the Consumer Safety Unit, Room 133, 1 Victoria Street, London SW1H 0ET.

In 1972, following a fatal accident in which a six-months old child was asphyxiated by a part of a dummy, the British Standards Institution was asked by the Government to produce a safety Standard for babies' dummies. The Standard (BS 5239:1975), prepared by a technical committee which included representatives of government departments, manufacturers, retailers, medical and nursing bodies and consumer organisations, was published towards the end of last year.

On average there are two infant deaths every year caused by unsatisfactory dummies and the department is notified from time to time of non-fatal accidents and incidents where poorly constructed dummies have come apart and presented a suffocation hazard because of the smallness of the component parts.

Copies of British Standard BS 5239:1975 Babies' Dummies are obtainable from the Sales Department of the British Standards Institution, 101 Pentonville Road, London N1 9ND.

Carriage of dangerous goods in ships

Amendments 4 and 5 to the second edition of the report of the Department of Trade standing advisory committee on the carriage of dangerous goods in ships (the Blue Book) were published on 22 September by HM Stationery Office (prices £4.50 and £1.50, net respectively).

Amendment 4 includes an expanded general introduction, mainly in relation to vehicle ferries, and a revision of the class 1 list of commercial explosives incorporating, as far as possible, the United Nations classification. The amendment also includes a number of amendments to classes 2, 3, 4, 5(a), 6(a), 8 and 9.

Amendment 5 contains a new index indicating, wherever possible, the United Nations number of each substance. A revision of class 5(b) is also included.

In general, the amendments bring the Blue Book recommendations into line with those contained in the international maritime dangerous goods code.

Ralph Hilton Transport Services Ltd.

The inspectors' report on the affairs of Roadships Ltd (formerly Ralph Hilton Transport Services Ltd) was published 16 September. The inspectors, Mr B. A. Hytner QC and Mr I. A. N. Irvine FCA, were appointed under the provisions of section 165(b) of the Companies Act 1948 on 10 September 1973 to investigate the affairs of Ralph Hilton Transport Services Ltd (renamed Roadships Ltd in August 1974). The report was submitted on 1 June 1976. Copies are available from HMSO, price £6.15p net.

On 6 June 1975 a receiver and manager was appointed by debenture holders. The receiver is William Mackay of Messrs Whinney Murray and Co, 57 Chiswell Street, London EC1Y 4SY.

Dwell Construction Ltd: report reprinted

The Department of Trade has reprinted the Inspector's report on the affairs of the following:

Dwell Construction Ltd
Yorks and Lancs Construction Company Ltd
Southern and Provincial Estates Ltd
Southern and Provincial Investments Ltd
Boulters Court Development Ltd.

Copies are available from the Department of Trade Library, 1 Victoria Street, London SW1, price £26 post free (volumes I and II (text) £9.75, volumes III and IV (appendices) £16.25). The report was originally published on 27 July 1976.

Edmund Dell to address North-West tourist board

Edmund Dell, Secretary of State for Trade, will be the guest speaker at the annual general meeting of the North-West Tourist Board at Hoghton Tower, near Preston, Lancashire, today (24 September).

Mr Dell will afterwards visit the board's headquarters at Bolton and meet the staff.

Work starts on Kirkby Stephen advance factory

Work is to start on the construction of a 450m² (5,000 sq ft) advance factory for the Development Commission at Kirby Stephen, Cumbria.

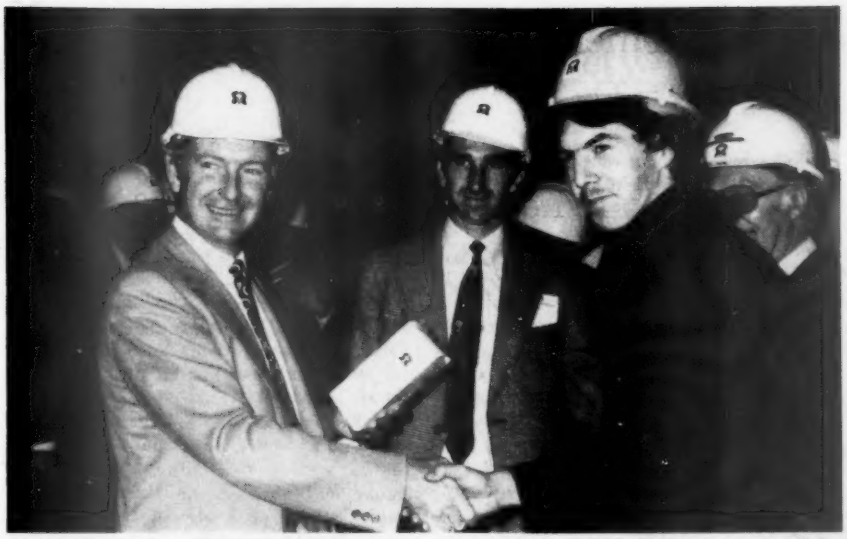
The English Industrial Estates Corporation states that a contract worth about £63,000, which includes site development works, has been awarded to Newdale Construction Ltd of Workington. Architects for the project are Douglas Marriott, Worby and Robinson and the quantity surveyors are A. L. Hutchinson and Associates, both of Carlisle.

The premises should be ready for occupation in February 1977. Inquiries on purchase or lease will be handled by R. Chessman, Department of Industry, Cumbria District Office, Town Hall, Cockermouth, Cumbria (Cockermouth (090 082) 3498/9).

Engineering company moves in at Millom

The Department of Industry has announced that Millom Fasteners Ltd is to occupy an advance factory of about 450m² (5,000 sq ft) built by the English Industrial Estates Corporation for the Development Commission on the Devonshire Road Industrial Estate, Millom, Cumbria.

Millom Fasteners a newly formed light engineering company will employ about 16 people when full production is reached.



Alan Williams, Minister of State for Industry opened a new two-metre-wide plate rolling mill in Gateshead for Spartan Redheugh Ltd on 17 September. The photograph shows Alan Williams (left) with Bryan Scott SR works manager and 17-year-old Ken Means, Spartan Redheugh's youngest apprentice, who made a small presentation to the minister. The new mill has been installed at a cost of £2 million to produce stainless, carbon and alloy steel plates. The project has been jointly funded by Spartan Redheugh, the ECSC and loans from the Department of Industry.

Bob Cryer, Parliamentary Under-Secretary of State, Department of Industry, officially opened the Small Firms 'Signpost for Success' exhibition, in Norwich this week. He is seen here (left) on the Engineering Industries Association's stand, after the opening ceremony. With him are Mrs Shirley Prall, Mr C Fitton, the Bishop of Norwich, Dr Maurice Wood and Mr P Harding. This was Mr Cryer's first engagement following his recent appointment.

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Joint statement on Yugoslav air disaster

The following statement was issued jointly by the Yugoslav and British authorities on 18 September.

'On the basis of the evidence examined so far by the Yugoslav Accident Investigation Commission (in collaboration with British and German experts) it has been established that a British Airways 'Trident' aircraft, registration G-AWZT, on a scheduled flight from London to Istanbul, collided in mid-air with a DC-9 aircraft, registration YU-AJR, of the Yugoslav Airline Inex Adria. The DC-9 was on a charter flight from Split to Cologne.

'The collision occurred on 10 September at 10.15 hours GMT near Vrbovec, 30 kilometres north east of Zagreb and above the Zagreb VOR (Radio Navigational Beacon), at an altitude of 33,000 feet (10,050m).

'The Trident aircraft carried 54 passengers and a crew of nine. The DC-9 carried 108 passengers and a crew of five. There were no survivors from either aircraft.

'The Trident was in level flight at 33,000 ft (10,050m) and from the time it entered Yugoslav airspace it maintained constant radio contact with the area control centre at Zagreb. The DC-9 was cleared to climb after take-off in the direction of the Zagreb VOR beacon, to a flight level of 35,000 ft (10,650m) and also maintained constant radio contact with the area control centre at Zagreb.

'Meteorological conditions in the vicinity of the accident were favourable. The weather was fine, with good visibility. Ground radio-navigational aids at the Regional Flight Control Centre at Zagreb were serviceable and functioning normally. Investigations are continuing to establish how the circumstances arose which resulted in this tragic mid-air collision.'

'Discontinue RRP for small electrical goods' – Price Commission

The system of recommending retail prices for small electrical household appliances should be discontinued, says a Price Commission report being published on 20 September.

The Price Commission examined a selected number of 'shelf items' covering kitchen ware – electric kettles, irons, toasters and food preparation equipment – and personal-care appliances – shavers, hair-care products and electric blankets.

The report finds that the trade is, in general, very competitive in terms of price, and the consumer who is prepared to shop around for good value can undoubtedly find it. However, as manufacturers' recommended retail prices are hardly ever observed by the retailer, the report considers the practice to be obsolete and likely to mislead customers.

Since the end of resale price maintenance in the mid-1960s the pattern of trading has changed radically, with less and less being handled by wholesalers. Retailers placing substantial orders direct with the manufacturer or importer are able to obtain large discounts equal to or greater than the combined discounts which wholesalers and retailers would normally receive. This enables them to sell goods at prices very much below recommended prices

Retailers have been cutting prices on average by no less than 20 per cent compared with recommended retail prices, and some outlets averaged reductions up to 30 per cent. This reflects the discounts from recommended retail prices (in 1975 about 44 per cent average tax exclusive) allowed by manufacturers and importers to the retailer able to purchase large quantities.

On the level of prices for small electrical appliances, the report finds that both recommended retail price and the actual shop price appear to have risen in line with the retail price index between 1973 and 1975. In that period, the RPI rose by 66 per cent, while recommended retail prices for small appliances went up by 58 per cent (tax-exclusive) or 67 per cent including tax. Although no historical record of actual shop prices is available, the evidence is that price-cutting increased only slightly over the period.

Small appliance trade

The Price Commission found that in 1975, manufacturers and importers sold small electrical household appliances, as studied, worth an estimated £106 million in the UK market.

Nearly all electric kettles, blankets, and tea and coffee makers sold in the UK are home-produced. Imports dominate the hair-care market, and are significant for shavers and toasters.

Appliances are sold in a very wide variety of retail outlets, with only about 40 per cent of the trade passing through wholesalers. The remainder is distributed direct to retailers from manufacturers or importers.

Profit margins

The report studies the profit margins on small electrical appliances of each sector of the small appliance trade. The manufacture and distribution of small appliances tend to represent only a small part of the activities of most of the companies examined. Thus the profit margins on small appliances are not representative of the overall margins achieved by these companies.

Between 1973 and 1975, the market for small appliances was more buoyant than for other goods, so it is not surprising that the average net profit margins for manufacturers in their small appliance sector were slightly higher than the level achieved in the manufacturing sector generally. However, in 1975, although one of the manufacturers studied found the production of small appliances very profitable, four others made small losses.

Importers' average net profit margins on small appliances were lower than manufacturers' – 7.3 per cent for 1973, 2.7 per cent for 1974 and 3.5 per cent for 1975. One of the reasons for the high 1973 figure is that, in that year, as VAT replaced purchase tax small appliances became cheaper, and importers' sales increased spectacularly to satisfy the sharply rising demand.

The volume of the small appliance trade passing through wholesalers has declined slightly in recent years. Their average gross profit margins on small appliances is around 12-16 per cent, while net profit margins for their overall activities are between 2 per cent and 4 per cent, which is in line with the general level of margins for wholesalers as known to the Price Commission.

For retailers, gross margins on small electrical appliances tend – in the period examined – to be higher than on large appliances. The retail trade is very varied, ranging from those retailers specialising in electrical and electronic goods to those for whom this sector represents only a small part of their sales. Discount houses, 5.8 per cent of whose turnover is accounted for by small electrical appliances, are among the newcomers to the retail area, having come into being as a result of the ending of resale price maintenance in 1967. Excluding mail order houses, gross margins on small appliances in the period 1973-75 averaged between 18 per cent and 30 per cent. This compares with an average for large appliances of between 14 per cent and 28 per cent. Gross margins declined generally between 1973 and 1975, except for discount houses, whose margins rose slightly.

A survey carried out by the Consumers' Association for the Price Commission is included in the report, showing that, on average, reductions ranging from 16 per cent to 30 per cent could be obtained on 25 brand-leading electrical appliances. The largest reductions were given by discount houses and catalogue showrooms, the smallest by independent electrical and hardware shops. Only 2.6 per cent of shop prices were the same as recommended retail prices – none was higher.

The commission comments: 'Recommended retail prices are no doubt a convenient device to promote sales. Retailers can quote them to show the customer how far their selling prices fall short of them. Consumers, however, may find them most misleading. They may be induced to buy under the impression that they are getting a better bargain than they really are.'

On these grounds, the commission suggests that the practice of recommending retail prices in this field should cease.

The reference was made to the commission by the Secretary of State for Prices and Consumer Protection on 5 November 1975. The report was submitted on 9 July 1976 and the secretary of state decided it should be published.

The report – Small Electrical Household Appliances: Prices and the Effect of Recommending Retail Prices, Price Commission report 19 – is available from HMSO at 60p.

'Consumer protection is essential to democratic society' says Roy Hattersley

'If consumer protection is to work it has to work in the high street . . . if it is to work it will work as a partnership between government and people.' This was the theme of the speech by Roy Hattersley, Secretary of State for Prices and Consumer Protection when he opened the National Consumer Congress in Birmingham on 17 September.

Mr Hattersley, who was opening the congress as his first public engagement since his new appointment, said that the consumer's need for advice and protection was at its greatest now that the 20-year consumer boom was temporarily halted. 'Choice supported by accurate information is an elementary right' he said, 'I believe that so strongly that I want the boon and benefit to be spread as widely as possible . . . Perhaps our greatest task in the years ahead is to do all within our power to provide consumer protection for those who are least able to protect themselves. Very often their need is the greatest'.

The secretary of state stressed that consumer protection was not a middle-class fetish but an essential element in a democratic society. Government departments could not hope for total success in every field of their endeavours, and needed daily contact with the people most affected by legislation. He quoted R. H. Tawney: 'It is still constantly assumed . . . that where the state holds its hand, what remains as a result of inaction is liberty. In reality, as far as the mass of mankind is concerned, what remains is tyranny,' and commented:

'I have no doubt that R. H. Tawney was right. The consumer protection movement is dedicated to providing the freedom that comes from knowledge. The laws passed by the government, the pressures exacted by you make the mass of our people more free not less so.

'Of course I am not suggesting that once there was a deliberate and continual attempt by either retailers or manufacturers to deceive the consumer. A majority of traders always recognised the need to serve the consumer and attempted to do so truthfully and honestly. But during the last 20 years the commercial world has had to come to terms with the new economic climate. They too have to organise their activities in the comparatively new mass market for expensive and sophisticated goods.

Roy Hattersley, Secretary of State for Prices and Consumer Protection, visited the Shoppers' Shop at 42a New Street, Birmingham last week to look over this consumer advice centre and meet the staff. Mr. Hattersley (second from left) is seen here with Phil Bell (on his left), senior advice officer, and D. Evans (right) assistant advice officer. Mr and Mrs A. J. Cunningham, also in the picture, were inquiring about automatic washing machines.

'The retailers and the manufacturers are better equipped to meet the changing circumstances than the consumers. Their trade organisations exist to help them understand and adapt to changes in government legislation. They have been able to influence government legislation. Their market research enables them to apply the most sophisticated forms of sales promotion. Corner shops group into central bulk-buying chains to meet supermarket competition. The growth of self-service has increased the need for knowledge and self reliance on the part of the consumer. Retail staffs are now less able to give expert advice. Pre-packaging, while more economic and convenient, has made it increasingly difficult for the consumer to judge exactly what is being bought. The growth of advertising has provided a much greater awareness of what there is to be bought but it has also (I put it no higher) created irresistible pressures to buy. It can confuse and it might deceive. The abolition of resale price maintenance increased price competition but inevitably put a greater onus on the consumer to distinguish between the true and spurious bargain. I welcome the greater prosperity that most people in this country enjoy. My politics are not politics of austerity. I hold the basic conviction that an increasing standard of living is a principal

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long term aim for any government. But we cannot blind ourselves to the fact that as a by-product of the new affluence often the consumer has become more bewildered and more vulnerable.

'The consumer was once called "a little man in a big world". Little men have massive strength when they band together. It was to help in building that greater strength that the National Consumer Council was formed. It was intended to provide a focal point of consumer representation to government. In particular it was meant to provide a voice for those who found it most difficult to be heard and those who most need to be heard, the disadvantaged and inarticulate in society.'

John Fraser, Minister of State, DPCP, also attended the conference and opened a specialist conference on 'The consumer and consumer protection'.

Tea subsidy to end

The tea subsidy is to end on 26 September. This was announced by Roy Hattersley, Secretary of State for Prices and Consumer Protection on 17 September. The subsidy is at present worth 2p per quarter lb at the retail level. Its removal takes place as part of the planned run-down of the food subsidy programme and is estimated to save about £14 million in the current year. For the average household of three people this represents 3p per week on the family budget.

The subsidy on tea was introduced on 2 September 1974 and in 1975/6 accounted for about £30 million out of total expenditure of £572 million on food subsidies.

The statutory maximum prices ruling for tea under the Tea Prices Order will remain in force for a time to cover subsidised tea that is already in the distributive chain. Unsubsidised tea is not subject to the statutory maximum prices.

Notes

The food subsidy programme was introduced in March 1974. The current rates of subsidy on the remaining subsidised foods are as follows:

	Estimated retail equivalent
Milk	2p per pint
Butter	7p per lb
Cheese	10p per lb
Bread	1½p per large loaf
Household flour	3p per 3 lb bag

Total subsidy expenditure was £572 million in 1975/6 and is estimated at £408 million for 1976/77.

The tea subsidy is the first one to be ended, but reductions have been made previously in all the other subsidies except household flour. The rate of tea subsidy has remained unchanged since its introduction.

An increase of 2p per quarter lb in the price of tea is estimated to raise the Food Index by 0.25 per cent and the Retail Price Index by 0.06 per cent. The full impact is unlikely to be felt immediately in all shops since there are normally significant stocks already in the distributive chain.

BTA holds 'Travel Workshop'

Pictured at the British Tourist Authority's International Youth Travel Workshop held earlier this month at the Heriot-Watt University, Edinburgh, are (left to right) John Whincop of Tehran; John Holburn, sales agent, Edinburgh; and Masahiro Mizuochi, district sales officer, Tokyo, all of British Airways. The workshop attracted about 400 delegates from Britain and 32 other countries. Participants included representatives of hotel groups, caterers, transport authorities, language schools, holiday study centres, tourist boards and organisations which specialise in the international youth travel movement. Overseas visitors were drawn from specialist tour operators, travel agents and youth holiday organisers from Europe, North and South America, the Middle East, Far East and Australia.

Clearer displays of petrol prices: agreement with Office of Fair Trading

In an agreement with the Office of Fair Trading, major oil companies and organisations representing petrol retailers have promised to take steps to improve the clarity of petrol price displays and promotional offers.

Particular attention is to be given to enabling the motorist to see, before he enters the garage forecourt, what, for example, '8p off' means in terms of the price payable per gallon.

This voluntary agreement follows a meeting held by John Fraser, Minister of State, Department of Prices and Consumer Protection, and detailed negotiation by officials of the OFT with representatives of major oil companies, the Motor Agents' Association, the Scottish Motor Trade Association and the Petroleum Retailers' Association.

It has been accepted by the three associations and by BP Oil Ltd., Esso Petroleum Co Ltd, Conoco Ltd, Mobil Oil Ltd and Shell UK Oil. The MAA, SMTA and PRA will recommend their members to follow the agreement. The oil companies will observe the agreement at retailing outlets they directly control and will recommend it to retailers they supply. The oil companies will also help retailers with advice and do what they can to see that display material provided to retailers is suitable.

Guidelines in the agreement are as follows:

Price reduction claims

When petrol is promoted by a claim that its selling price has been reduced or is less than the posted pump price or some other price, the following information should be displayed so as to be clearly visible to the motorist from inside his car before he enters the forecourt.

> the price per gallon payable by the cash customer taking account of any reduction claimed;
> or
> the higher price per gallon from which the reduction is claimed.

For example, garages should not display simply '8p off posted pump price'; they should use words such as 'net cash price 75p' or '8p of posted pump price of 83p'.

The agreement includes a provision that, if price reductions are claimed, a clear indication is given of the price of four-star

petrol, even when the discount offered does not apply to four-star.

Display of prices and offers
In displays of petrol prices or promotional offers, the price or offer should be clearly and prominently stated. Any figures used should be clear, and any fractions or decimals should be not less than half the size of the main figures.

Any restrictions about methods of payment, the purchase of complete gallons or a reduction given only on purchase of a minimum quantity of petrol should be unambiguous and prominently displayed. Indications of a minimum price for petrol (eg "from 76p') should be accompanied by a clear and prominent indication of the grade or grades to which the minimum price relates.

The agreement comes into effect immediately.

The OFT will be giving this agreement wide publicity and will seek to enlist the support of other oil companies. In monitoring the effectiveness of the voluntary agreement, the office will be expecting petrol retailers to follow not only the letter but also the spirit of the agreement.

Government sales

Ministry of Defence

Vehicles, earthmoving and lifting equipment
5 to 8 October 1976

Location
Ordnance Storage and Disposal Depot, RAOC, Ruddington, Nottingham

Auctioneers
Walker Walton and Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (tel. 0602 54272)

Approximately 1,750 lots including 500 commercial vehicles including heavy duty trucks and tractors by AEC, Leyland and Scammell. Alvis airfield crash tender, GMC amphibious DUKWs. 150 trailers, refuellers, fire tenders, Bedford RL and TK trucks and tractor units. 1,120 saloons, limousines, estate cars, minibuses and light vans (including 360 Morris Mini and Minor 1000 saloons and travellers). Daimler LWB limousines, two Rolls Royce Silver Shadows. 350 Land-Rovers, fork lift trucks, mobile cranes by Coles, Jones, Neals, Taylor and Ransome and Rapier. Two Leyland recovery trucks with 10 ton telescopic cranes, vehicle mounted generators. The majority of the vehicles will be offered as single lots.

Furniture
5 October 1976

Location
Ordnance Support Unit, RAOC, Liphook, Hants.

Auctioneers
Richard Austin and Wyatt (Dept. L), 79 High Street, Fareham, Hants. (tel. 03292 4211)

A sale of 600 lots of household furniture which will be sold as single items or in small quantities and including dining suites, three piece suites, occasional, dining, card, side, etc tables. Dining, bedroom, fireside and easy chairs. Writing bureaux, bookcases, dressing tables, chests of drawers, beds, etc.

Wembley Auction Sales 1975/76

5 October 1976

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Store India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture Engineering, Electrical, Canteen, Domestic and Other Equipment
Auctioneers:	Messrs. Fuller, Horsey, Sons and Cassell 52 Bow Lane London EC4M 9ET Tel. 01-248 7954
Catalogue:	Direct from the auctioneer price 10p each

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p.

ENCIRCLE TI 206 ON PAGE 823 FOR FURTHER INFORMATION

Catalogues for the MoD sales which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 20p postage and packing 10p extra (postal orders only).

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ENCIRCLE TI 205 ON PAGE 823 FOR FURTHER INFORMATION

Technology news

NRDC sponsors low-cost air navigation system

A simple and flexible navigation system, presenting pre-computed information in chart form, has been sponsored by the NRDC as an alternative to miniature computers on private and light commercial aircraft.

Graphic Area Navigation (GNAV), as it is called, is a low-cost aviation navigation system aimed at improving flight safety and economy by direct routing, off the world's increasingly congested airways. Time and fuel costs can be significantly reduced by using this system to plot a direct route where this is not offered by the airways – the 'railway lines' of aviation. A safety factor is provided by spreading the route pattern 'off the rails'.

Pilots using GNAV require no more sophisticated equipment than a standard directional radio receiver (VOR) in order to establish a position fix with the precision similar to that obtained with airborne computers in the £2,000 to £10,000 price range. By comparison, a series of 50 GNAV charts mapping the UK are marketed by Wansbrough-White and Co Ltd, London, for £50.

Two commercial airlines, one in the US and the other in the UK, are currently experimenting with specially prepared GNAV charts. Both airlines wish to save fuel and costs; one by flying direct to destinations off the airways, and the other by accurate positioning when approaching airfields that do not have full ground navigational facilities.

New aerosols for critical applications

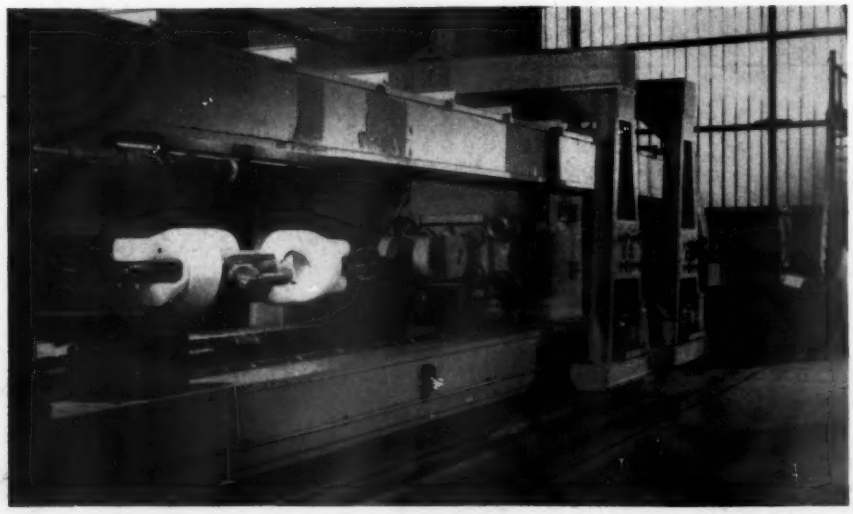
Ardrox Ltd of Iver in Buckinghamshire has developed a new type of dye penetrant aerosols which are all halogen and sulphur free. Recent research work has indicated that, under certain conditions, some chemicals may cause stress corrosion cracking in certain metals. Halogens and sulphur may have this effect, especially on stainless steels. Because of the stringent safety conditions in the nuclear power industry, no product containing these suspect chemicals can be used during construction or maintenance.

This eliminates the standard red dye penetrant type, non-destructive testing aids, used for detecting surface defects. To overcome this problem, Ardrox has developed a new breed of non-destructive testing dye penetrant aerosols, which are all halogen- and sulphur-free, within the limits of commercial feasibility.

An infra red image converter used to identify obliterated handwriting, or inscriptions at the Laboratory of the Government Chemist. Documents may have been altered in attempts to evade taxes or duties, or in connection with forgeries. It is also possible to differentiate between the inks used.

Full-scale testing at NEL

A section of heavy anchor chain undergoing trials on a static load testing machine at the National Engineering Laboratory. The design of complex components and fabrications, such as offshore structures involves many assumptions which can be precisely evaluated by the latest full-scale static and fatigue testing machines.



Dye tests North Sea pipeline

A bursting disc will help Shell Expro to test a North Sea submarine pipeline. The disc, supplied by Hymatic Industrial Controls Ltd, is part of a dye canister being built into the pipeline, and will burst at a specific water pressure during testing and release the dye. In the event of leakage from the pipeline the escaping dye should be detected using ultraviolet light equipment.

Because of the need to balance the pressure of water at 77 fathoms, a non-standard disc was needed. Hymatic, a Redditch-based member of the Huntleigh Group, specialises in process control valves and allied equipment for the petrochemical industry, and has recently extended its range with a series of rupturing discs manufactured by the Continental Disc Corporation of Missouri.

Seminar on gas equipment for EEC

Technical Help to Exporters (THE), an independent service of the British Standards Institution, is organising a one day seminar entitled 'Gas Equipment Europe' in conjunction with the Society of British Gas Industries. The seminar will be held at the Metropole Hotel, National Exhibition Centre, Birmingham on 21 October.

There are numerous opportunities for UK companies to export gas equipment and controls throughout Europe but manufacturers often lose valuable sales through ignorance or misunderstanding of overseas technical requirements. To clarify what is now a very complex situation, THE has arranged for a number of experts from various European countries to speak at this seminar. They will describe the preparation of EEC directives and the harmonisation of European requirements; give details of the French, Dutch, German, Danish, Finnish, Norwegian and Swedish requirements and approval procedures; show the best way to obtain approval; and highlight the various approval problems. In addition, delegates will be able to talk to the speakers and THE engineers at an informal gathering to be held after the seminar.

The fee for the seminar is £45.00 plus VAT, which includes all refreshments. Further information can be obtained from the Promotion Services Department, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ, tel. Hemel Hempstead (0442) 3111.

Saving water in 'The Gents'

During the present water shortage there has been some discussion of the water which is wasted by being flushed down urinals unnecessarily.

Now Goring Kerr Ltd, of Windsor, have introduced an infra-red radiation source, a metal reflector, a sensing device and a servo operated valve to prevent such wastage. The infra-red beam is so directed that it is interrupted each time the urinal is used. Interruption of the beam results in the valve opening to allow the usual automatic flushing cistern to fill and, when full, flush in the normal way. After 30 minutes the valve automatically closes, preventing further flushing until the beam is interrupted again.

Models, supplied in kit form with full fitting instructions, have sensing ranges of from 6m to 0.5m to suit various sizes of stall. They are of robust construction, are simple to install in any standard water system and cost only £75.00 complete.

It is estimated that the equipment would save 52,000 gallons of water in an average installation which was normally set to flush every 15 minutes for 24 hours a day. At a nominal 45p per 1,000 gallons the saving would be approximately £24.00 a year.

Refurbishing at the National Gallery

New canvas is attached to the back of an 'old master' at the National Gallery in London. On a specially designed table, believed to be the largest of its type in the world, controlled heating over the complete surface sets the adhesive which bonds the new canvas to the old. The surface of the table is a flat Alcan aluminium plate, with small holes connected to a vacuum pump, allowing the two canvasses to be held together firmly. The complete system for heating, cooling and vacuum control in picture restoration has been developed by Willard Electrical Services of Chichester.

Monitoring equipment for potato powder

Dust monitoring and recording equipment made by Foster Cambridge, a member of the George Kent Group, and originally developed by the Central Electricity Research Laboratories, is now being used in the manufacture of instant mashed potato by Dornay Foods of Norfolk.

Processing any powder, not only in the food industry but also in many others, often involves the use of 'cyclone' separators, which extract the powder from a surrounding airstream. The airstream itself is then vented through flues into the atmosphere. Effective though the system is, cyclone separators sometimes become blocked. When this happens, the powder can remain suspended in the airstream and be discharged with it into the atmosphere, causing at least a waste of material and at worst, an environmental nuisance to the surrounding district.

Dornay Foods have guarded against such risks by fitting dust monitors to the flue outlet of the cyclone separators serving the final drying stage of their process. At this point the partly-processed potato powder is carried airborne over a drying bed. It is then collected, but some traces remain suspended in the airstream and have to be removed by cyclone separators. The dust monitors originally designed for dust control in boiler flues, give early warning of any blockage or other failure, maintaining a continuous record and giving an immediate warning should an excessive amount of powder be present – all indications being made direct to the factory control room.

Each dust monitor is fitted with its sample collecting dust facing the airstream. Residual airborne potato powder is carried through the opening and settles on a glass window in the optical path between a lamp and a photocell. Every 15 minutes the window is cleared by a blast of compressed air and while the cyclone is working correctly, only a predetermined amount of powder settles on the window. Should the cyclone show signs of failure, more powder will be deposited in the interval between cleansing air blasts, and the light transmitted to the photocell will be reduced.

The outputs from the dust monitors are then converted electronically into signals displayed on recorders in the factory control room.

Mobile laboratory for non-destructive testing

CSC Mobiles Ltd, of Newport Pagnell, have recently completed a purpose-built mobile non-destructive testing laboratory ordered by Inspection Equipment Ltd for the International Atomic Energy Agency.

The IAEA has bought the laboratory on behalf of the United Nations Development programme. It will be used in the Argentine to introduce non-destructive testing techniques to small and medium sized engineering companies, and for training inspection staff. The unit will also be used for carrying out inspection site welding for power stations, refineries and other areas which involve highly stressed metal structures.

CSC Mobiles, constructed the laboratory to the specification of the IAEA, working in close co-operation with Inspection Equipment.

European community news

Producers to be made liable under new EEC draft directive

A draft directive on product liability has been finalised by the EEC commission. The aim of the directive is to harmonise the law in member countries by making producers liable for damages caused by their goods. The draft directive contains the following provisions:

Principle of liability
The producer of an article shall be liable for damage caused by a defect in the article, whether or not he knew or could have known of the defect. The producer shall be liable even if the article could not have been regarded as defective in the light of the scientific and technological development at the time he put the article into circulation.

Persons against whom claims may be brought
'Producer' means the producer of the finished article, the producer of any material or component, and any person who, by putting his name, trade mark or other distinguishing feature on the article, represents himself as the producer. Where the producer of the article cannot be identified, each supplier shall be treated as its producer unless he informs the injured person, within a reasonable time, of the identity of the producer or of the person who supplied him with the article. Any person who imports into the European community an article for resale or similar purpose shall be treated as its producer.

Joint and several liability
Where two or more persons are liable in respect of the same damage, they shall be liable jointly and severally.

Definition of defectiveness
A product is defective when it does not provide for persons or property the safety which a person is entitled to expect.

Exclusion of liability
The producer shall not be liable if he proves that he did not put the article into circulation or that it was not defective when he put it into circulation.

Definition of damage
'Damage' means:

death or personal injury;

damage to or destruction of any item of property other than the defective article itself where the item of property

- is of a type ordinarily acquired for private use or consumption; and
- was not acquired or used by the claimant for the purpose of his trade, business or profession.

Limit on liability
The total liability of the producer for all personal injuries caused by identical articles having the same defect shall be limited to 25 million European units of account (about £12 million). The liability of the producer in respect of damage to property shall be limited:

in the case of movable property to 15,000 European units of account (about £7,000)

in the case of immovable property to 50,000 European units of account (about £25,000).

There is provision for the revision of these amounts in the light of economic and monetary movement in the community.

Limitation period and extinction of liability
A limitation period of three years shall apply to proceedings for the recovery of damages, to run from the day the injured person became aware, or should reasonably have become aware, of the damage, the defect and the identity of the producer. The liability of a producer shall be extinguished upon the expiry of 10 years from the end of the calendar year in which the defective article was put into circulation by the producer, unless the injured person has in the meantime instituted proceedings against the producer.

Prohibition of exclusion or restriction of liability
Liability as provided for in the directive may not be excluded or limited.

Claims based on other grounds
Claims in respect of injury or damage caused by defective articles based on grounds other than that provided for in the directive shall not be affected.

Nuclear accidents
The directive does not apply to injury or damage arising from nuclear accidents.

Before the directive can be adopted by the council of the European communities it must be considered and may be amended by the European parliament and the economic and social committee. It will also be considered by the governments of individual member states.

The question of product liability in the UK is currently being examined by the Royal Commission on Civil Liability and Compensation for Personal Injury and also by the law commissions.

Regulations make EEC record books compulsory

Regulations* withdrawing the option at present held by goods vehicle drivers in Great Britain using the British type of record book on domestic journeys have been laid before parliament. The regulations will come into effect on Sunday 31 October when the EEC type of record book, which has been optional since 1973, will be the only approved type (see *Trade and Industry* 20 August page 501).

The regulations make no change at all to the categories of drivers who must keep a written record of their driving, other work and rest periods. Nor is there any change to the present British hours' limits. Application of the EEC drivers' hours limits (EEC regulation 543/69) to internal journeys in Great Britain remains deferred until at least 1 March 1977.

The regulations introduce a new feature of single-copy daily record sheets in certain cases, and consolidate British record-keeping requirements into one statutory instrument. From 31 October, therefore, it will be possible to use record books without duplicates of the daily sheets, provided that the book contains no more than 15 daily sheets and provided that each such book is not used for more than four weeks from the date of the first sheet it contains. After four weeks the book must be regarded as completed, even if some daily sheets remain unused, and a new book issued.

The new regulations will replace in one document all existing regulations for both domestic and international journeys governing the keeping of written records. Drivers on international journeys, for whom the EEC log-book has been compulsory for several years, will therefore be able to take advantage of single-copy records.

For most drivers and vehicle operators, the withdrawal of the British log-book means a change in long-established practice and they will require a reasonable time to make the changeover to the EEC book. The Department of Transport intends therefore to regard the first two months as a transitional period during which traffic area enforcement staff will be concentrating their efforts on bringing the new regulations to the attention of employers and drivers and issuing guidance notes.

* The Drivers' Hours (Keeping of Records) Regulations 1976. SI no 1976 1447. HMSO. 30p.

Proposed EEC code of conduct for transactions in securities

A working party of the EEC commission has now produced a draft code of conduct for transactions in securities.

The commission's paper comprises a preamble, in the form of an explanatory memorandum, and a draft code consisting of general principles and more specific 'rules', on which member states have been asked to seek the views of the professional associations and others who would be concerned with the adoption of such a code and its implementation at the national level. Consultations with interested bodies in the UK are now in progress and comments are to be submitted to the commission by the end of October.

In the explanatory memorandum, the code is envisaged as a means of fostering public confidence in the fair and efficient functioning of security markets in the community, by helping to create a common ethical approach which could form a framework for later more detailed co-ordination of practice.

The code is not seen as having itself the force of law, and the commission would propose to issue it, if possible before the end of this year, as a 'recommendation' to member states. By accepting the recommendation member states will have a moral obligation to see that their national arrangements in general conform with it.

UK's share of 1976 social fund reaches £24m

Information about its second series of decisions in 1976 on allocations from the European social fund has recently been published by the EEC commission. These include allocations to the UK totalling about £6.3 million. The money will be distributed as follows:

Provision by the Training Services Agency of special training schemes for unemployed young people (£2.8 million);

Help with retraining for workers in the textile and clothing industries by the Training Services Agency and the Cotton and Allied Textiles Industry Training Board in Great Britain and by the Department of Manpower Services in Northern Ireland (£1.5 million);

Training of ex-agricultural workers in forestry and land drainage work by the Northern Ireland Department of Agriculture (£0.3 million);

Help with operations benefiting the handicapped administered by the Employment Service Agency, the Department of Health and Social Security and the Northern Ireland Departments of Health and Social Services and Manpower Services (£0.2 million);

Training of the unemployed and underemployed in Northern Ireland by the Departments of Manpower Services and Education (£1.3 million);

Assistance to two companies in Northern Ireland with training schemes supported by the Department of Manpower Services; to three private companies, or groups of companies, in Great Britain; to the Air Transport and Travel Industry Training Board (total of £0.2 million);

These allocations bring the UK's total for 1976 so far to about £24 million. The remainder of the UK's applications are to be considered at the next meeting of the commission's social fund advisory committee in early November.

CFP the 'dominant' community issue: Crosland

An informal meeting of EEC foreign ministers was held in Beesterzwagg, Holland on 11 and 12 September. Subjects discussed included EEC external relations and the common fisheries policy (CFP).

Following the meeting Anthony Crosland, Secretary of State at the Foreign and Commonwealth Office, said that he had raised the question of fisheries at the meeting. He stressed how 'appalling' a situation there would be if no agreement with Iceland had been reached by 1 December.

Mr Crosland underlined that he thought the common fisheries policy was the 'dominant issue hanging over the community during the next six months' and added that he had spoken to his EEC colleagues on the subject with 'deep anxiety' and his views were noted.

EEC fisheries talks

Parliamentary Under-Secretary of State, Foreign and Commonwealth Office, John Tomlinson went to Brussels on 16 September for discussions with members of the EEC commission about fisheries matters before the visit of the Foreign and Commonwealth Secretary to the council of foreign ministers on Monday this week. Mr Tomlinson's talks covered the revised draft mandate for the EEC's negotiations with Iceland and Norway.

Foreign ministers decided at their meeting on 27 July that a decision on ways of establishing a 200-mile fishing zone should be taken before 1 October.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

Technology news

Seminar on gas equipment for EEC 769

Overseas trade news

Licensing arrangements for the export of non-alloy ferrous scrap to countries outside the EEC 778

Tunisia: a developing market for Europe 786

Country data

France 791

Italy 791

Exhibitions

Frankfurt: giftware 796

Export successes

Germany: cryogenic equipment 799

France: British radiators for Citroën cars 799

Statistics

Current account of UK balance of payments for August 804

British, community and foreign films 819

Special responsibility for Europe

David Owen, formerly Minister of State at the Department of Health and Social Security, succeeded Roy Hattersley as Minister of State at the Foreign and Commonwealth Office on 13 September. He also took over from Mr Hattersley special responsibility for European Affairs.

European community new legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following decision and regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Seeds. Decision 76/722/EEC authorising in particular the UK to permit temporarily the marketing of seed of red clover subject to less stringent requirements (*Official Journal* L245, 7 September 1976).

Oils, fats and oilseeds. Regulation (EEC) 2197/76 on the putting up for sale of olive oil held by the Italian intervention agency (*Official Journal* L247, 9 September 1976).

Wine. Regulation (EEC) 2198/76 setting out the list of quality liqueur wines originating in non-member countries provided for in the definition of imported liqueur wine (*Official Journal* L247, 9 September 1976).

Corrigendum. The *Official Journal* L249, 11 September 1976, contains the following corrections to regulation (EEC) 2115/76 laying down general rules for the import of wines, grape juice and grape must (published in *Official Journal* L237, 28 August 1976):

In the title:

for: 'general rules',

read: 'detailed rules'.

Annex I, form V.I.1, 'A. Certificate':

for: 'if intended for direct human consumption and . . . oenological processes permitted under . . .',

read: 'if intended . . . oenological processes not permitted'.

Milk and milk products. Regulation (EEC) 2199/76 fixing the accession compensatory amounts applicable to milk and milk products for the remaining period of the 1976/77 milk year (*Official Journal* L247, 9 September 1976).

Regulation (EEC) 2200/76 fixing the adjustments to be made to refunds fixed in advance for milk and milk products (*Official Journal* L247, 9 September 1976).

Regulation (EEC) 2213/76 on the sale of skimmed-milk powder from public storage (*Official Journal* L249, 11 September 1976).

Pigs and pigment. Corrigendum. The *Official Journal* L245, 7 September 1976, contains the following correction to regulation (EEC) 1889/76 laying down detailed rules for granting private storage aid for pigmeat (published in *Official Journal* L206, 31 July 1976):

Page 83, article 3 (1) (f):

for: 'a provision giving the intervention agency the right to curtail or extend the storage period in . . .

read: 'a provision enabling the storage period to be curtailed or extended in . . .'

EEC rules of competition

The *Official Journal of the European Communities*, L231 of 21 August 1976, contains the text of a commission decision dated 26 July 1976 relating to a proceeding under article 85 of the treaty of Rome.

76/684/EEC – Pabst and Richarz KG/Bureau national interprofessionnel de l'armagnac (BNIA) (reference DGIV/28.980) concerning a prohibition imposed by BNIA from selling certain vintages of Armagnac brandy which has been revoked following intervention by the commission. The prohibition was found to constitute an infringement of article 85(1).

Further information: Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Rome police cars linked to British computer system

Police cars in Rome are being linked directly to a computer information bank via facsimile recorders and a radio link. The computer system adds up to £200,000 of British export business for Honeywell's Hemel Hempstead Systems Centre and Muirhead's Beckenham premises. The photograph shows a patrol car fitted with facsimile recorder alongside the Titus Arch in Rome.

EEC vegetable import duties suspended

As a result of the current shortage of vegetables within the EEC the full and Commonwealth rates of import duty on fresh and chilled beans and onions are reduced from 18 September until 31 October 1976.

During the same period the duties on imports of these items from other member states of the EEC and from Greece are totally suspended.

From 18 September until 31 December 1976 the duty on imports from all sources of seed potatoes is also totally suspended.

From 16 September until 31 December 1976 the full rates of duty on preserved beans in pod* have been reduced to 15.6 per cent and to 13.6 per cent, the Commonwealth rate to 9.6 per cent and those on imports from Algeria, Moroco and Tunisia to 12.4 per cent and 10.8 per cent.

Inquiries to General Division, Department of Trade, tel. 01-215 3576.

* The fresh and chilled beans, onions and potatoes fall under tariff heading 07.01 and the preserved beans under tariff heading 20.02.

EEC–Efta free trade agreements: revised notice

A revised Customs and Excise notice no 810 (July 1976), which deals with exports to and imports from the Efta countries under the free trade agreements between those countries and the EEC, is being issued.

The main difference between the revised notice and the old notice no 810 is in the presentation of the rules which have to be satisfied in order that goods may qualify as originating. In both the free trade agreements and the old notice they were set out in the form of two separate lists (list A and list B). The revised notice does not reproduce the lists themselves but, in appendix B, shows their combined effect in relation to each tariff heading for goods covered by the agreements. This change entails corresponding changes in the form of declaration to be made on the application form (page 4) for movement certificate EUR 1 (see appendix G).

The revised notice also incorporates the information contained in notice no 810A, takes account of the various changes introduced during the three years since the agreements entered into force and includes details of the supporting evidence which must, where appropriate, be held by exporters before they can issue movement certificates.

All traders who have been approved to issue pre-authenticated movement certificates will automatically receive a copy of the revised notice. Other traders should apply to their local Customs and Excise office for a copy.

Form EUR 2 has also been reprinted to take account of the changes announced in *Trade and Industry*, 30 January 1976, and will be available at the same time as the revised notice 810 (July 1976). Although exporters may until 30 June 1977 use up stocks of the old form which they may hold, in the interests of uniformity they are advised to switch to use of the new form as soon as possible.

Trade statistics

Following publication of the article 'Trade statistics: the EEC's and other commodity classifications' (17 September 1976 issue of *Trade and Industry* page 729), inquiries for the Chief Statistician should be addressed to 01-215 5645/5770 and, for the Statistics and Market Intelligence Library, to 01-248 5757 ext. 332.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Directive seeks to standardise quantities for pre-packed goods

The commission has recently submitted to the council a proposal for a directive* to establish ranges of standard quantities for prepackaged goods. The proposal, which covers products up to 10kg in weight, is designed to remove barriers to trade due to variations in the laws of member states as to the quantities in which goods may be prepackaged. The proposal, which would not inhibit member states from permitting on their own territories any additional quantities they may elect to authorise, groups the products into three categories:

Those sold by weight or by volume for which ranges of standard quantities are to be prescribed.

Those sold by weight or by volume which, because of variations in density, can only be standardised by being packed in a range of containers (tins, jars, cartons etc), the capacities of which are to be standardised.

Products in aerosol form for which standard volumes of fill are to be prescribed in association with standard container capacities.

The proposal does not at present cover certain categories of goods such as luxury goods and goods designed to be used in one application – a sachet of shampoo or an individual portion of butter, for example. Nor will the proposal cover catchweight goods – those not put up in standard predetermined weights.

Member states will be required to amend their laws to comply with the directive within 18 months of the date the directive is officially notified. It is likely that this will mean it will come into effect by the end of 1979. However, to help industry adjust to the new provisions, the proposal contains a proviso that member states may not ban before 1 January 1985 any quantities they accepted at the date of notification. This moratorium will not apply to the phasing out of imperial units in the UK.

* Proposal for a council directive on the approximation of the laws of the member states relating to the ranges of nominal quantities permitted for certain prepackaged products: Com (76) 384 final, Brussels, 22 July 1976.

Commission proposes standards for pleasure craft

The commission has submitted to the council a draft directive providing for the type approval and certification of pleasure craft and equipment. The directive which is part of an overall programme for the elimination of technical barriers to trade creates a framework for the mutual acceptance of standards of construction for boats and equipment among member countries.

The standards themselves will be set out in special directives of technical content which will be issued later as they become ready. They are expected to cover construction of boats and hulls in different materials, stability, bilge pumping and draining arrangements, engines and their installation, fuel systems, propulsion and steering gear, fitting of gas cooking and heating appliances, navigation lights and sound signals.

Member countries with existing national regulations on these matters will be obliged to bring them into conformity where necessary with the eventual commission directives, but countries without regulations are not required to introduce them unless a later directive on a particular item so provides.

The complete text of the draft directive appeared in the *Official Journal of the European Communities*, C198 of 24 August.

European trade committee holds annual meeting

British Overseas Trade Board's European trade committee met senior commercial diplomatic officers at their annual meeting in London on 17 September. The photograph shows (left to right), S. D. Wilks, ETC member and chief executive of the BOTB, Sir Jan Lewando, ETC member, Sir Derek Ezra, ETC chairman and A. H. K. Slater, secretary to the committee.

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name

address

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Generalised tariff preference scheme (GSP): restoration of normal duties

Trade and Industry of 20 August 1976 gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 9 August. HM Customs have stated that the position on the restoration of normal duties for the month ending 6 September is as follows:

I TARIFF QUOTAS AND SPECIAL CEILINGS

Tariff heading	Description of goods	Customs quota reference*	Date UK quota share exhausted	Community butoir reached: duty to be re-imposed	
				On date	For goods from
42.02.A	Travel goods, etc. – of artificial plastic sheeting	1588	23.6.76	30.8.76	South Korea
55.09.AII	Other woven fabrics of cotton: containing 85% or more by weight of cotton: other than unbleached – other than printed	4665	9.8.76		
64.02.A	Footwear with uppers of leather	4231	13.8.76		
92.11.A (S/C)	Sound recorders and reproducers	5032		30.8.76	South Korea
98.15 (S/C)	Vacuum flasks and other vacuum vessels, complete with cases; parts thereof, other than glass inners	5229		30.8.76	South Korea

* See HM Customs Tariff, Part 11.
S/C denotes Special Ceiling.

II CEILINGS

Tariff heading	Description of goods	Date of restoration of duties	
		From all sources	From particular sources (inner ceilings)
27.10.BIII	Medium oils – for other purposes		Venezuela 6.9.76
29.16.AIV a)	Citric acid		Mexico 10.8.76
ex 29.22.AIII	Isopropylamine		Romania 10.8.76
35.03	Gelatin (including gelatin in rectangles, whether or not coloured or surface worked), etc. – Other	23.8.76	
41.03.BII	Sheep and lamb skin leather, except leather falling within headings 41.06, 41.07 or 41.08: Other, other	21.8.76	
ex 60.05.AII and ex 60.05.B	Outer garments and clothing accessories: Other of cotton Other – of cotton		India 27.8.76
97.04	Equipment for parlour, table and funfair games for adults or children		Hong Kong 31.8.76

Inquiries about current availability of preferences may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

Tariff quotas 1976 – exhaustions

HM Customs have stated that the UK's share of the following EEC tariff quota has been exhausted:

UK tariff heading	Description of goods	HM Customs serial no (part 11 of the UK tariff)
ex 44.24	**Handmade** household utensils of wood	1642

The UK's shares of the following EEC tariff quotas for imports from Malta have also been exhausted:

UK tariff heading	Description of goods	HM Customs serial no (part 11 of the UK tariff)
55.05	Cotton yarn, not put up for retail sale	3473
61.01	Men's and boys' outer garments	4401

The following UK tariff quotas for imports of paper and board and printed products from individual Efta countries and Finland (see *Trade and Industry* of 12 December 1975) have also been exhausted:

UK tariff heading	Country of origin	HM Customs serial no (part 11 of the UK tariff)
ex 48.07.B	Norway	2753
ex 48.07.B	Sweden	2737

Inquiries about current tariff quota balances may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

Migrant labour in the EEC

An article on manpower provisions in agreements between the European community and countries in the Mediterranean basin by Jeremy Butterfield of the Department of Employment

For the past two decades the original members of the community, with the exception of Italy, have relied on immigrant workers to reduce an imbalance between domestic demand for and supply of labour. Until the late fifties the majority of migrant workers in the Six were from other EEC countries (chiefly Italy). Since then, however, non-member countries have increasingly become the major suppliers of migrant labour to the original EEC countries – Germany, France, Benelux – which experienced labour shortages.

In 1959 three-quarters of migrant workers in the Six were from member states and a quarter from non-member states. By 1973, in the Nine, these proportions had been reversed, and the greatest part of the third-country workers originated from the countries of the Mediterranean basin.

As for the new members, Ireland is an exporter of labour, and in Denmark migrant workers form only a very small proportion of the labour force. In the UK, of course, the largest single group of immigrants consists of people of Commonwealth origin. Of the economically active in Great Britain from outside the UK and with both parents born outside the UK, less than a quarter are not either of Commonwealth, Irish, or EEC origin.

The bulk of workers from the Mediterranean countries do not possess when they arrive in the 'host country' the skills or education which would enable them to operate some sort of choice on the jobs which they take. Moreover, the greatest labour shortages tend to occur in jobs which are physically demanding, where working conditions are unpleasant and pay often low. These two facts have led to the concentration of migrant workers in the types of occupation where the conditions mentioned above prevail, with little prospect of moving into more skilled employment.

Some member states, such as the UK, previously operated a restrictive system of entry, while others, particularly Germany, officially encouraged recruitment. But, since the onset of the present recession all of the latter countries also have severely curtailed the entry of foreign workers.

Articles 48-50 of the treaty of Rome are the basis of community provisions on free movement of labour. They have been put into effect by instruments of the council and commission, notably regulation 1612/68 and directive 68/360. One of the most important results of these instruments is that community nationals have the right to move from one member state to another in search of employment. Nationals of non-member states, of course, do not benefit from the application of these instruments.

The community has negotiated various agreements with several countries in the Mediterranean basin over the past decade and a half. In the manpower sections of these agreements the labour exporting countries have been chiefly concerned to obtain firstly, an increase in the freedom of their nationals to move into and within the community for work and, secondly, to improve the conditions in which they live and work.

Greece

There are about a quarter of a million* Greek workers in the community, all but a very small proportion of them in Germany. An association agreement providing for full customs union between the community and Greece entered into force on 1 November 1962. It contained provision for the introduction of freedom of movement, under articles 48 and 49 of the Rome treaty, at a date and in accordance with rules to be determined by the council of association. The Greek government did not seek implementation of this provision. However, full Greek membership of the community will entail the eventual extension to Greek workers of the free movement regime now in force for member state nationals.

* Figures for migrant workers given in this article are September 1975 OECD estimates.

Turkey

The largest group of Turkish workers in the community is in Germany, where they number about 600,000, while there are also groups in France and the Netherlands of about 35,000. Under the provisions of the association agreement between Turkey and the EEC signed in 1963, and the additional protocol signed in 1970, the community and Turkey are committed to introducing freedom of movement for workers 'by progressive stages' between 1 December 1976 and 30 November 1986.

Article 36 of the additional protocol states that the introduction of free movement shall be 'in accordance with the principles set out in article 12 of the association agreement'. Under article 12, the community and Turkey agreed 'to be guided' by articles 48-50 of the Rome treaty in securing freedom of movement for workers between them. There will be discussion with representatives of the Turkish government on proposals for a first stage at a meeting of the EEC-Turkey association council, probably on 16 October.

Yugoslavia

There are something under half a million Yugoslav workers in the FGR and about 60,000 in France. The 1973 non-preferential trade agreement between the community and Yugoslavia contains an exchange of letters providing for the exchange of views, in talks to be organised for the purpose, on the situation of the Yugoslav labour force employed in the community. So far no practical action has taken place.

Maghreb/Portugal

There are close on 700,000 workers from the Maghreb countries (Algeria, Morocco, Tunisia) in France. The largest single group of Portuguese workers in the community is also in France – about 450,000 – while in the FGR the figure is about 90,000.

This year the community has concluded negotiations with the Maghreb countries (Algeria, Morocco, Tunisia) on a co-operation agreement, and with Portugal on financial and additional protocols. The manpower provisions with all four countries provide for non-discrimination as regards working conditions and pay between their workers in the community and member state nationals. In addition, there are exchanges of letters between the community and each of the countries concerned which make formal provision for exchanges of views on the possibility of attaining equality of treatment as regards living and working conditions between community and non-community workers and members of their families.

Overseas trade news

Strengthening the UK-Canada partnership: Callaghan

In a speech during his eight-day tour of Canada on 14 September, prime minister James Callaghan, stressed that the purpose of his visit, was to strengthen the partnership between Canada and the UK. 'Because Britain is an old country' he said, 'it has become the fashion to underrate the great reserves of strength and stability that we possess, the massive technological knowledge and experience of our people and to ignore the achievements and the process of adaption and change that is taking place.'

EEC agreement

The prime minister went on to say that he did not see in any way that Britain's membership of the European community had weakened the UK's relationships with Canada. 'Indeed we warmly supported and gave every encouragement to Canada to become the first developed country to reach an agreement of commercial and economic co-operation with the community. But we naturally do not wish to see the community supplant our relations with you, based as they are on our historic ties and our close personal relationships.'

Secure partners

Britain, the prime minister said, would continue to look to Canada as a secure economic and industrial partner, a secure source of supplies of all kinds, not only the traditional food and raw materials but also of industrial products.

'At the same time we wish to sell you more than you buy from us at present, and I am sorry to see that Japan is now the second largest exporter to Canada instead of Britain.' There was much he continued, that Britain could offer in capital and industrial goods as well as consumer goods. Mr Callaghan went on 'I was very happy to hear in some of the western provinces that they feel that British business is playing its full part in taking advantage of the growing economic development of these provinces. In the field of aeroengines there is a prospect of doing worthwhile business and we also see prospects for co-operation between your Department of Energy and Mines and our own National Coal Board.'

The British government, he said, is encouraging industry to develop further its trade with Canada's stable and expanding market.

'We are ready to explore with your co-operation in all industrial fields that can be of mutual benefit, for our countries have a common understanding and a common outlook.'

New look for overseas trade

Overseas trade coverage in *Trade and Industry* now has a new look with a series of revised weekly sections:

Overseas trade news
Brings news of major international and economic developments, export credit details, official UK announcements for both importers and exporters, plus news of BOTB and chamber of commerce activities.

Country data
Country-by-country news of commercial developments, including tariff changes, overseas (see page 789).

Exhibitions
Coverage of British participation in overseas trade fairs from UK diplomatic representatives around the world (see page 794).

Export successes
News of important British export orders (see page 797).

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and will remain in operation until 30 June 1977 or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 8 October 1976.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	3-Oxo-21,24-dinorchol-4-eno-23,17β-lactone	3-(17β-Hydroxy-3-Oxo-Androst-4-en-17A-yl) propionic acid lactone	30 June 1977	G/T 15948

Birmingham chamber plans West African mission

A business mission to the Canary Islands, Senegal, Liberia and the Ivory Coast is being planned by the Birmingham Chamber of Industry and Commerce from 21 February to 5 March 1977.

The mission will combine a follow-up to a previous visit undertaken by the chamber with a visit to new or less well known markets, so encouraging the re-visiting of existing contacts and the exploration of new outlets. The mission itinerary will be arranged to allow members to visit neighbouring countries such as Ghana or Nigeria at little extra cost.

Applications to join this mission, which will be eligible for assistance under the terms of the British Overseas Trade Board Outward Mission Scheme, are invited and further details may be obtained from Mr T. L. Edgar, Assistant Secretary, Birmingham Chamber of Industry and Commerce, PO Box 360, 75 Harborne Road, Birmingham B15 3DH (tel. 021-454 6171).

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1576: Imports of cotton yarn from Turkey and Greece

Notices to importers 1473, 1485, 1494 and 1549, published in *Trade and Industry* on 2 January 1975, 28 March 1975, 4 July 1975 and 2 April 1976 respectively, set out the arrangements for imports of cotton yarn within tariff heading 55.05 from Turkey and Greece.

Import Licensing Branch will make allocations for the period to 31 December 1976 against statements of trade already supplied by traders in response to Notice to importers 1473. Importers who have already received import licences during the early part of the year can now expect to receive licences for the remainder of their allocations within the next few weeks and need not reapply.

Inquiries: Import Licensing Branch 01-603 4644 ext. 367.

1577: Imports of bananas from the Dollar Area

The basic quota for imports of fresh bananas, originating in the dollar area, during the 12 months from 1 October 1976 to 30 September 1977 is 4,000 tonnes.

Applications from current licence holders for allocations from the 4,000 tonnes available for importation under the quota must be accompanied by a statement, in the form shown below, of imports in the period 1 October 1975 to 30 September 1976 of fresh bananas originating in the dollar area. Applicants who qualify will be informed of the amount of the allocation that will be reserved for them.

No guarantee can be given that it will be possible to meet requirements in full or that importers can be granted the same allocation as they have received previously. Applicants are advised not to enter into firm commitments before they have received notification of their allocations from this department.

Import licences will be issued to importers against their allocations on production of evidence of a firm contract with the overseas supplier for the amount of the licence. Any balances of allocation which are not taken up before 1 March 1977 will be available for re-allocation and may be allocated to other applicants.

Applications on form ILB/A accompanied by the statement of imports referred to should be sent to reach Import Licensing Branch not later than 8 October 1976. Page 1 of the form should be completed; on page 2 only the amount applied for, in tonnes, need be stated; on page 3 and copy, the applicant's name and address, description of goods (fresh bananas) and tariff heading ex 08.01 should be entered.

The Open General Import Licence defines the dollar area as Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

Notice to importers 1446 about imports of plantains from the dollar area still applies.

Applications for import licences for dried bananas from the dollar area should be made to Import Licensing Branch.

Inquiries: Import Licensing Branch 01-603 4644 ext. 272.

Form of statement required under the terms of paragraph two

I/We declare that the quantities of fresh bananas originating in dollar area countries whether or not consigned direct from the country of origin, which were cleared through United Kingdom Customs by me/us acting on my/our behalf or by a clearing agent on my/our behalf were as stated below:
1 October 1975 to 30 September 1976

..... (tonnes)

Signed .....

Date .....

Status .....
(Owner, partner, company director or secretary)

Export Year recruitment campaign in North-West

Representatives of the TUC, CBI, chambers of commerce, BOTB and the Central Office of Information have formed a committee to promote Export Year in the North West.

After the first meeting on 13 September, Alan Mack, director of the Manchester chamber, said: 'We discussed ways of promoting the objectives of Export Year in the region, and the willingness of local representatives of the sponsors of Export Year to join together to this end is a most encouraging development.'

Seminar on the way forward in Anglo-Japanese trade

To encourage British manufacturers to take advantage of the improvement in the Japanese economy Hamish McGhie, head of the British Overseas Trade Board's Exports to Japan Unit and former minister (commercial and economic) at the British embassy, Tokyo, will speak on 'The way forward in Anglo-Japanese trade' at the London Chamber of Commerce and Industry on 7 October. Other speakers will include Mr J. L. Drury, chief executive and managing director of Guest Keen Nettlefolds International Trading (Holdings) Ltd, and Mr S. Oba, general manager of information and research at Mitsui and Company Europe Ltd. The chairman of the meeting will be Derek Gorton manager of Barclays Bank International Ltd who is also chairman of the Japan section of the London chamber.

Further details of the meeting are available from Diane Wright, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB (01-248 4444 ext. 336), or the Exports to Japan Unit, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7162).

ECGD guarantees £13 million loan for wire rod mill

ECGD has guaranteed a loan for £11.2 million which Lazard Brothers and Co Ltd, acting on behalf of Lloyds Bank Ltd, have made available to Pohang Iron and Steel Co Ltd, South Korea.

The loan will help finance a contract awarded to Ashlow Steel and Engineering Company Ltd of Sheffield for the supply of a wire rod mill. Principal sub-contractors are British Brown Boveri who will supply and install electrical equipment and Heurtey Furnaces who will supply the reheat furnaces. Details of the contract are on page 798.

ECGD has also guaranteed a £5.6 million supplemental line of credit which has been made available to the Qatar Fertiliser Company (SAQ). Hambros Bank Ltd arranged both the supplemental and the original loan (£12.8 million) on behalf of a consortium of London clearing and Scottish banks.

The loan will help finance further equipment and services for an ammonia plant at the Umm Said industrial complex located 30 miles south of Doha, the capital of Qatar.

EXPORT YEAR

Over 600 companies are already taking part in Export Year. But there is still plenty of time to join them. Write to or phone the Export Year Office, 1 Victoria Street, London SW1 0ET. Tel. 01-215 5180/3393/5773.

Licensing arrangements for exports of non-alloy ferrous scrap to countries outside the EEC

Arrangements for the issue of licences for the export of non-alloy ferrous scrap to countries outside the EEC introduced with effect from 1 July 1976 are to be continued for the fourth quarter beginning 1 October 1976. The quota for the fourth quarter has not yet been finalised but will be notified to the trade as soon as possible.

There are three main features of the arrangements. First, actual export performance in all overseas markets during a base period provides the basis for allocation of tonnages which individual exporters may expect to be licensed for the whole of the quarter. Second, there will be a qualifying minimum export performance for the fourth quarter of 1976; the base period will be the 12 months ended 30 June 1976 and the minimum qualifying tonnage will be 5,500 tonnes. Export performance below this tonnage during the base period will be insufficient to qualify an exporter for consideration for a licence for the fourth quarter of 1976. Third, to qualify for licences applicants will need to provide documentary evidence of firm orders.

Preference will continue to be given to established exporters. Licences will normally be valid for two months and will be granted so as to spread exports as evenly as possible over the quarter. They will be granted only to qualified exporters on evidence of firm export orders from buyers in non-community countries to which the export is to be made.

For the quarter beginning 1 October 1976 export licences will be available for the following types of non-alloy ferrous scrap only:

1 Compressed baled material, other than compressed unused sheet and sheet cuttings
2 Loose, used, wrought material containing 90 per cent or more, by weight, of a material of a thickness not exceeding 3mm:
3 Turnings and borings.

Traders whose exports to all destinations against their own orders in the base period totalled 5,000 tonnes or more and who wish to be considered for an allocation under the quota for the period commencing 1 October are now invited to submit, not later than 8 October 1976, particulars of the total tonnage of exports of non-alloy ferrous scrap in each month of the base period of 12 months ended 30 June 1976 in the following form:

	To Community countries	To other countries
a Exports against own orders		
b Exports against orders obtained by others		

If this information has already been supplied in respect of any period from 1 July 1975 it will suffice merely to provide information relating to other months.

This information should be forwarded to the Department of Industry, Iron and Steel Division, Room 724, Thames House South, Millbank, London SW1P 4QJ. Although all the information supplied will be considered carefully, it should not be assumed that all exporters will necessarily be allocated a share of the quota.

When this information has been received and the amount of the quota is known individual allocations in respect of the whole of the quarter beginning 1 October will be determined. Applicants will be informed whether or not they have been granted an allocation but export licences will not be issued until they have submitted to the Department of Trade, Export Licensing Branch, supporting documentary evidence (in English) of firm orders to sell to a buyer in a non-community country (subject to availability of UK export licence) stipulated tonnages of any one or more of the specified types of ferrous scrap in any stipulated period commencing not earlier than 1 October 1976. Telex messages giving full details will be accepted but must be followed within not more than two weeks thereafter by the written confirmation of the overseas buyer.

Licences, which will be valid for a period of not more than two months, will then be issued as appropriate against allocations. Further evidence of firm orders supplied by an applicant after the initial submission of such information will be taken into account until the allocation is exhausted. The validity of a licence will not normally be extended.

Export performance against licences issued will be taken into account in the consideration of subsequent allocations.

Continuation of the present relaxation of controls will depend on adequate supplies of ferrous scrap being maintained to UK users.

Trade inquiries should be addressed to the Department of Trade, Export Licensing Branch, Sanctuary Buildings, Great Smith Street, London SW1P 3DB.

Assessing the market in Hong Kong

A joint meeting of the Hong Kong section of the London chamber of Commerce and Industry and the Hong Kong Association will be held in the Chamber on Thursday, 14 October at 4.30 pm.

The guest speaker will be I. A. C. Kinnear, senior British trade commissioner in Hong Kong, who is visiting the UK on leave. The meeting will provide an up-to-date assessment of trade conditions in Hong Kong. Following the meeting, there will be a reception in the St. Paul's suite of the London chamber.

More information can be obtained from Diane Wright, International Division, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB. tel. 01-248 4444 ext. 306.

BOTB chairman visits Los Angeles

Sir Frederick Catherwood, chairman of BOTB visited Los Angeles on 9 and 10 September. Sir Frederick addressed both the Los Angeles Area Chamber of Commerce and the British American Chamber of Commerce. He also held talks with leading bankers and industrialists. The photograph shows Sir Frederick (right) visiting the Broadway store in the new Fox Hills Mall. With him are (left to right) Louis Sherbourne, acting British consul-general in Los Angeles and two Broadway executives, Fred Granneman and Joseph Broc.

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your Regional Office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals and the imports of samples. It also provides information, in collaboration with Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information in respect of specific countries,

ring

01-248 5757 ext.

▼ Sub-section A
Co-ordination of EEC inquiries; common customs tariff (CCT); Denmark; France and overseas territories; Greece; Turkey

408 EEC legislation on tariff and non-tariff barriers relative to community trade, EEC common agricultural policy – aspects affecting exports
7174 Denmark (incl. Faroe Islands and Greenland)
423 France and overseas departments French overseas territories
439 Greece (incl. Dodecanese Islands), Turkey

Sub-section B
Benelux; Dutch overseas territories; Irish Republic; Italy; Federal Republic of Germany; Eastern Bloc; China

467 Federal Republic of Germany
288 Netherlands, Netherland Antilles, Aruba, Bonaire, Curacao, St. Eustatius, St. Martin (Dutch), Saba, Surinam, Yugoslavia
466 Irish Republic, Albania, Bulgaria, China, Czechoslovakia, German Democratic Republic, Hungary, Mongolia, Poland, Romania, USSR
288 Belgium, Luxembourg
466 Italy

Sub-section C
Efta countries (including colonies), former Portuguese territories N. Africa and Israel

459 Norway, Sweden, Austria, Switzerland
458 Israel, Egypt
460 Portugal, Finland, Iceland, Guinea Bissau, Mozambique, Angola, Cape Verde Islands, Macao, Principe, Sao Tome, Timor
461 Morocco, Tunisia, Libya, Algeria

Sub-section D
South and Central America

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama
474 Argentina, Chile, British Antarctica Territory and Antarctica, Cuba, Haiti, Uruguay, Bolivia, Columbia, Dominican Republic, Ecuador, Paraguay, Peru, Venezuela, Falkland Islands

Sub-section E
Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Island, Cook Island, Niue Island, Tokelau Isles
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, Papua New Guinea, New Hebrides, Philippines
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix Island, Line Island), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section G
Middle and Far East

420 Afghanistan, Bangladesh, Burma, India, Japan, N. Korea, S. Korea, Nepal, Pakistan, Taiwan, Yemen Arab Republic, Yemen PDR
475 Kampuchea (formerly Cambodia), Iran, Iraq, Jordan, Kuwait, Laos, Lebanon, Lower Gulf States (Bahrain, Qatar, Oman, United Arab Emirates), Saudi Arabia, Sudan, Syria, Socialist Republic of Vietnam

Sub-section F
North America; Bahamas; West Indies, etc.

7312 Antigua, Bahamas, Barbados, Belize (British Honduras), Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St. Kitts/Nevis/Anguilla, St. Lucia, St. Vincent, Trinidad, Tobago, Turks and Caicos Islands
455 Canada
456 USA (incl. Alaska, Caroline Island, Guam, Hawaii, Mariana Islands, Marshall Islands), Panama Canal Zone, Puerto Rico Samoa (US), Virgin Islands (US), Wake Island

Sub-section H
Spain and possessions: Mediterranean; Africa; Sri Lanka

462 Spain, Spanish Sahara, Ceuta and Melilla, Andorra
471 Ascension Island, British Indian Ocean Territory, Cyprus, Gibraltar, Sri Lanka, S. Africa (with Lesotho, Swaziland, S. W. Africa and Botswana), Somali, St. Helena, Tristan da Cunha, Maldive Islands, Malta, Mauritius, Rwanda, Seychelles
472 Burundi, Cameroon, Canary Islands, Central African Republic, Chad, Congo (Brazzaville), The People's Republic of Benin, Ethiopia and Eritrea, Gabon, Guinea, Ivory Coast, Kenya, Tanzania, Uganda, Malagasy Republic, Mali, Mauritania, Niger, Senegal, Togo, Upper Volta, Zaire, Equatorial Guinea
473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

Economic growth in a tourist paradise

N. G. S. Beckett, HM consul-general in Casablanca describes the market in Morocco, where phosphates are the principal source of wealth, but where Britain has so far lagged behind her competitors.

In the early years of the last century a British traveller in Morocco wrote: 'It is certain that a very profitable commerce might be carried on with these people; and most probably Bonaparte, if he succeeds in the final conquest of Spain, will turn his mind decidedly to an extensive factory here . . .'*

Napoleon's plans came to naught; but since his day, and particularly in recent years, Morocco, an ancient sovereign state and a modern tourists' paradise, has developed into one of the economically advanced countries of the third world, boasting not one but hundreds of factories and a steady growth in its infrastructure under an ambitious development plan.

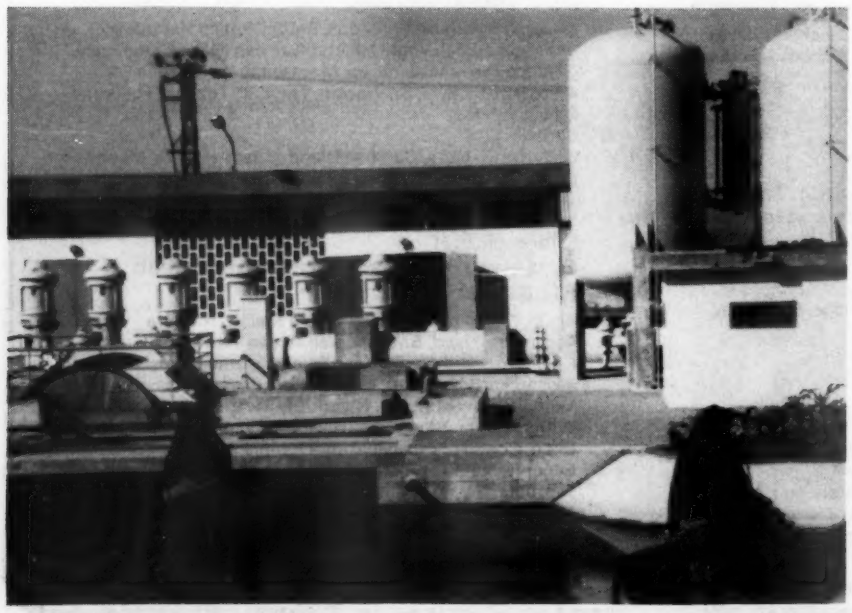
Very valuable contracts for all kinds of capital equipment and services have been won by foreign firms under the current five-year plan (1973-77), which is being financed largely through the steep increases since 1974 in the price of phosphates, Morocco's 'white gold', and principal source of her wealth. Loans from the World Bank and other international and foreign entities are now playing an increasing part. The next five-year plan is now in preparation.

British firms have so far lagged behind their European competitors on this market. The UK came only about eighth among Morocco's suppliers in 1975 (see p. 781), although her fifth best customer. And yet the opportunities are wide open. A French banker in Casablanca expressed it rather bluntly to a visiting British colleague recently: 'You British have made your exports cheaper than other people's. Why don't you sell more to Morocco?'

France of course with its experience of the country – the French protectorate lasted from 1912–56 – and a continuing aid programme to Morocco, still takes pride of place: yet Morocco is not, as some British firms still believe, a French preserve, and the Moroccans are anxious to diversify their sources of supply. Nor are credit terms, though important, always decisive. A high official of the Moroccan phosphate monopoly, probably the most important single purchasing body, recently told me, 'We first of all decide on the equipment or services best suited to our needs, and then request credit if necessary. For example, we decided that German equipment was the most suitable for our fertiliser plant Maroc-Phosphore at Safi and having so decided, we invited the Germans to assist with credit.'

An Account of the Empire of Morocco by James Grey Jackson Esq. London 1809.

One of four pumping stations used in the Souss-Massa irrigation project. Each station has six 450hp Johnston pump units powered by Hawker Siddeley brush engines. (photo : Technical Equipments, Casablanca)



Unfamiliar ground for British firms

British firms have undoubtedly been preoccupied with more familiar markets, although the world recession affecting many of these markets has made some of them take a new interest in this part of the world. For British firms however Morocco is unfamiliar ground and newcomers have to learn many things with which French firms longer on the ground are well acquainted – contract conditions, labour and taxation legislation etc. Some, however, have broken this new ground and there are organisations here which are able to help them.

A few British engineering firms have been successful in gaining important public contracts and others have been recently pursuing such contracts vigorously. Last year W. S. Atkins were awarded the contract for the design and supervision of the planned iron and steel complex and airport at Nador in north-eastern Morocco; very valuable supply and installation contracts are expected to be awarded this year. This is intended to be the nucleus of an important new industrial area, a counterweight to Casablanca. In the same region, at Oujda, the Blue Circle Group have been supervising the new cement works, and another British concern is designing a new chemical plant for the west coast.

Important equipment contracts secured recently by British firms include 40 Coles cranes for the port of Casablanca, 24 engines for the pumping stations of the new irrigation network of the Souss valley in south Morocco and equipment for the Moroccan tobacco monopoly. Supplies of British vehicles in knocked-down form, particularly lorries and Landrovers for assembly in Morocco, run to many millions of pounds sterling yearly. British Leyland, English Ford, Vauxhall and Massey-Fergusson are among the participants in the very thriving vehicle assembly industry located in Casablanca.

Promise of the land

Nevertheless, Morocco is still basically an agricultural country. It contains vast areas of rich arable land. After phosphates, fruit and vegetables are the principal export products, but there is scope for a big increase in grain and fodder crops. Great importance is attached to increasing the arable area by irrigation, involving the construction of dams and the installing of irrigation systems such as the one mentioned above in the valley of the River Souss, which leads from the Atlas mountains down to Agadir.

At the height of an international crisis last year the King devoted a morning to the ceremonial opening of the new Al-Massira dam on the Oum er-Rbia river. This was symbolical: in his inaugural speech the King stressed that political problems would not divert attention from the major task of making the desert bloom, bringing a new life to the 70 per cent of the working population who live on the land.

Agricultural equipment and materials will obviously be needed on a large scale, not only for the irrigation of the dry lands, but also to work the foreign-owned farms taken over in 1973/74, which are now either in Moroccan private hands or under the control of the two state agencies, SOGETA and SODEA. The dairy farming industry is also being encouraged. Friesian cattle are being imported on a large scale and new industrial dairies are planned apart from those already in existance at Casablanca and El-Jadida. Other supplies in demand are refrigeration equipment and fertilisers.

Phosphate – the 'white gold'

Together with agriculture, the further development of Morocco's phosphate deposits is an obvious priority for the future. While Morocco does not have the oil wealth that some of her neighbours possess, she is abundantly rich in phosphates, being in fact the world's largest exporter. Phosphates are an essential element in a balanced fertiliser policy and as such seem assured of a permanent market in a world hungry for more and more food.

An editorial in a leading Moroccan newspaper even claimed: 'At the end of this century Morocco's 'white gold' will have replaced 'black gold' in the hierarchy of the world's riches.' The world economic recession has caused some decline in phosphate exports and prices, but this may be expected to stop and, to some extent, to be restored in due course.

The phosphate monopoly (OCP) is under the control of Karim Lamrani, a dynamic businessman with many interests, a former prime minister and now chairman of the phosphate equivalent of Opec (Organisation of Petroleum Exporting Countries). Under his direction, equipment is being constantly modernised, staff increased and improved and new areas brought into production.

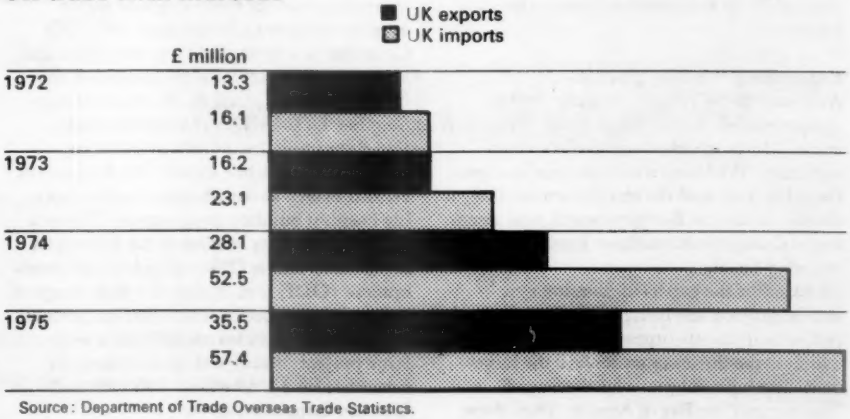
Apart from the two main existing phosphate mining areas of Khouribga and Youssoufia, a third area at Ben Guerir is about to be opened up and two other areas are already in line. The processing of phosphates into fertilisers already under way at Safi, will be stepped up under the plans for a large-scale complex based on the new phosphate port of Jorf el-Asfar near El-Jadida.

Morocco's main suppliers: 1975

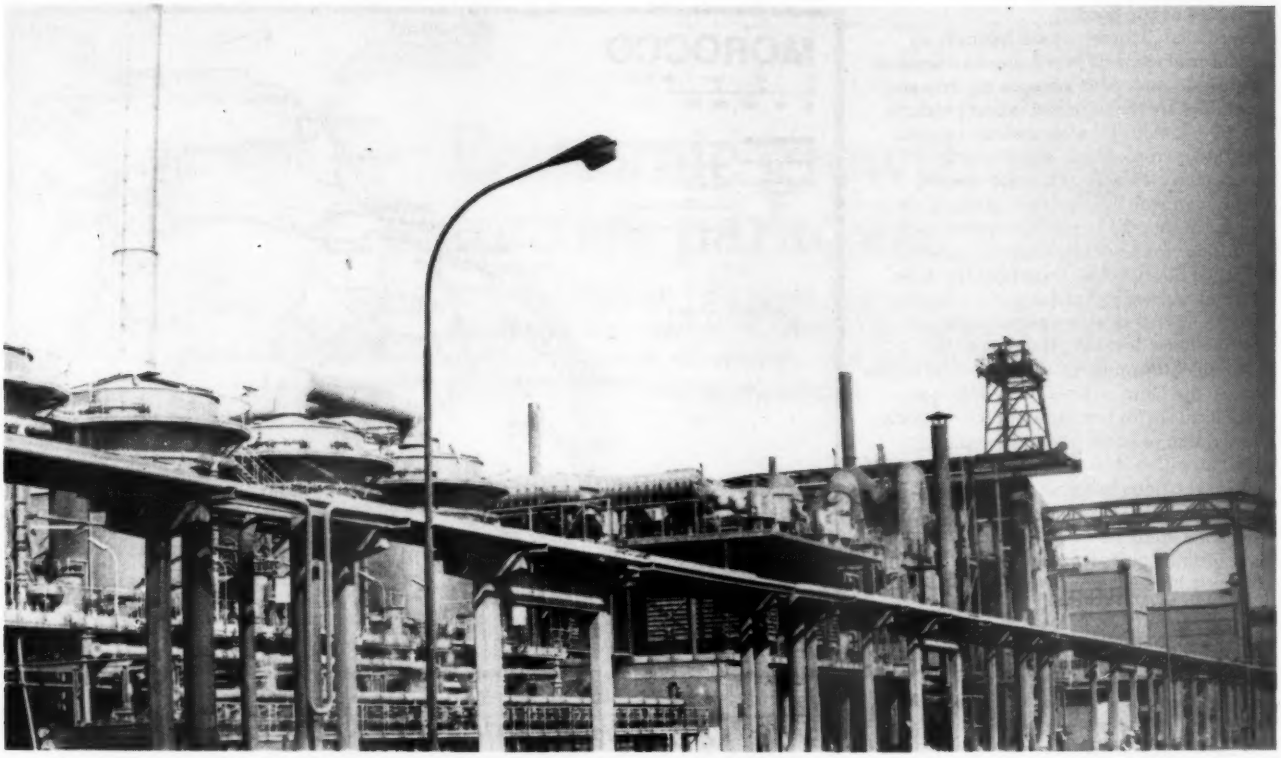
	Dirhams million
France	3,139.9
West Germany	825.7
United States	794.8
Iraq	561.4
Spain	456.9
Italy	404.7
Netherlands	390.1
United Kingdom	**339.6**
Others	3,480.6
Total imports	10,393.7

Source: Statistiques du Commerce Exterieur.

UK trade with Morocco



Source: Department of Trade Overseas Trade Statistics.



The Moroccan chemical complex at Safi on the Atlantic coast. (photo : Moroccan ministry of information).

A number of British firms have regularly supplied mining equipment, including extraction transport and processing plant, to the phosphate monopoly, which has a very wide purchasing programme; and the new developments will give rise to important new contracts. As the Moroccan phosphate monopoly official indicated by his remarks, British firms' chances in this market depend on the competitiveness of their equipment and their attention to the customers' needs in the way of servicing, spare parts etc.
A member of an OCP mission which visited the UK early last year remarked to me recently on the varying standards among British firms in this respect. One, he said, gave them most prompt attention, sending over engineers immediately to sort out any technical difficulty. In another case, there was a British machine at one of their mines which had lain idle for 12 months for lack of technical attention. One can imagine which firm is more likely to expand its business in Morocco!

Expanding 'tourist paradise'
And now to the 'tourist paradise' and the openings it offers for foreign firms. Tourism is one of Morocco's chief sources of foreign exchange. Well over a million tourists came there last year and the number seems likely to double in time as Europeans seek new scenes and a change from southern Europe's crowded beaches.
To cater for the expected invasion new tourist projects are being carried out by both public and private organisations. Schemes which strike the imagination are the large-scale development plans for the Bay of Tangier and the Bay of Agadir. Then there are plans, as yet in embryo, for tourist development in the part of Sahara now administered by Morocco. And scores of new hotels are planned for Marrakech, Fez, Agadir and other less well-known centres.
Apart from investment opportunities, such projects often provide openings for foreign consultants, contractors and suppliers. For example, the planning of the Bay of Agadir development was put out to tender in March, and British engineering consultants were among the bidders. A British firm with Moroccan partners has recently opened a new hotel in Agadir. All these hotel projects call for a good deal of equipment much of which must be imported. Ordinary furniture, however, is supplied locally; furniture cannot be imported.

Other open doors
One might continue at length by detailing the openings available in other fields – for example, plant for electricity and water supply, equipment for the ports (of which Casablanca is by far the most important and has a regular purchasing programme), for the new airports planned, for the state shipping line COMANAV, for public works, tele-communications and broadcasting, education and public health (the Ministry of Health as well as the phosphate office has a big hospital building programme). There is also the possibility of sales to the Moroccan armed forces. The Office of Industrial Development (ODI) is in charge of a wide range of industrial projects for which foreign partners are sought. To bid successfully for a very large project, it may well be necessary for firms to form a consortium – French and German firms often do so.
Most, but not all, of these openings are in the public sector, but the private sector can also provide worthwhile business – for example, plant, fibres, yarns and chemicals for the textile industry, which is in a thriving condition partly because of the success of local clothing manufacturers in selling both on the domestic and on European markets. There are not many openings for consumer goods, which Morocco itself produces, although Scotch whisky and British confectionery sell well here.

A stake in the country
Morocco is keen to attract foreign investors, particularly in the field of mining, tourism, shipping, industry and handicrafts. Special fiscal and other incentives are offered to investors in these sectors.
So far British investments have been limited to plants in Casablanca making detergents and toilet preparations and assembling Landrovers and the recently built tomato processing factory in Kenitra. The latter is an Anglo-Moroccan venture and the project was assisted financially by the Moroccan Economic Development Bank (BNDE) which provided a substantial long-term loan and a smaller discountable credit.
The BNDE can assist all productive industrial investment. Finance can be provided for investments in hotels and tourism by the Credit Industriel et Hotelier (CIH) and in agriculture by the Caisse Nationale de Crédit Agricole. Mohamed Mansouri, the deputy director-general of the BNDE, told me that the BNDE could even finance the foreign exchange element of a project: some foreign banks are on the board and it has close connections with international financial

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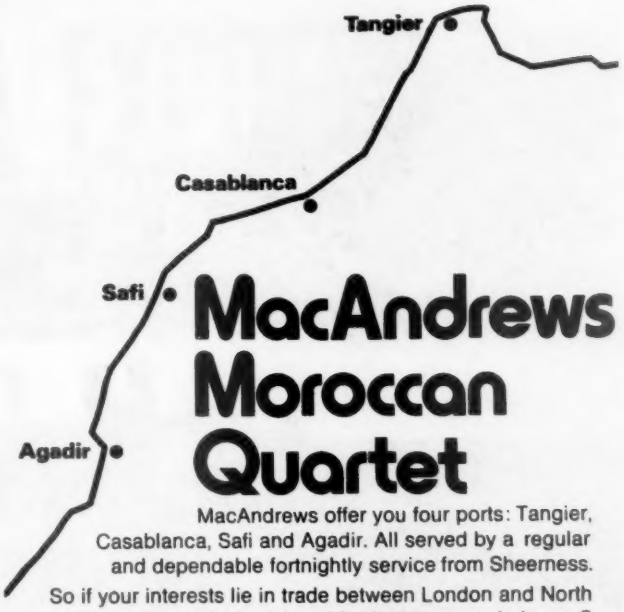

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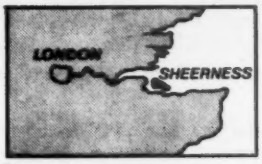

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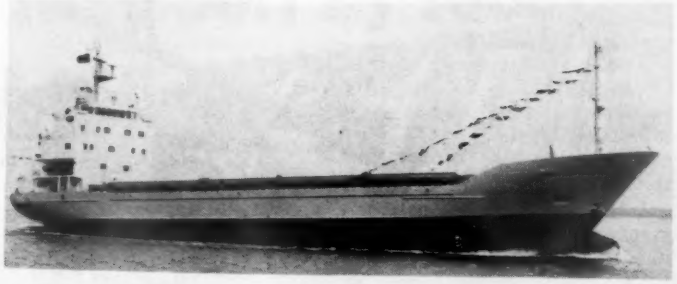

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The Ferry-Boat "AGADIR" is linking TANGIER in the north of Morocco to SETE in the south of France.
The rotation is four days long.
The "AGADIR" has transported during 1975 42,400 passengers and nearly 11,000 cars.

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A view of the Idriss I dam on the river Inaouene, near Fez. (photo : Moroccan ministry of information).

institutions. The BNDE, incidentally, is joint owner with a British group in the holiday club vacation centre at M'diq near Tangier.

How to be in the know

How does a British firm get in on the lucrative public contracts in Morocco? There are two principal ways. Most purchases of capital equipment and project services are made by means of published calls to tender and such opportunities are automatically advised by the consulate-general in Casablanca to the Export Intelligence Service of the Department of Trade which disseminates them to all subscribing firms interested in the particular field. Any other export opportunities which come to notice are similarly advised.

However, in the case of private companies and some state bodies, invitations to tender are not published but are addressed direct to specialist firms. In this case, an interested British firm must see that its products are known to the most important contracting authorities. It can either do this by communicating direct in French or preferably by employing a competent agent to keep in regular touch with the customer. It is most important that correspondence with Moroccan firms and public bodies and trade literature should, wherever possible, be in the French language. When submitting material in English one is frequently asked to provide the equivalent in French.

The British consulate-general in Casablanca, under the aegis of the Ambassador in Rabat, is responsible for commercial work in the whole of Morocco and is always ready to help British firms to enter this market. Between Casablanca, which is the business capital of Morocco, and Rabat, which contains the ministries and many state agencies, the businessman should be able to obtain the information and assistance he requires. But with the increasing pace of regional development he may also need to visit other centres, such as Tangier, Agadir or Safi.

There are other helpers too. Useful information on many aspects of business in Morocco is contained in the volume on Morocco in the 'Hints to Businessmen' series published by the Department of Trade and in the brochure 'Marketing in Morocco' published by the United States Department of Commerce.

A well-known British firm of chartered accountants established in Morocco has prepared a very useful booklet on taxation and related matters. The British Chamber of Commerce for Morocco, 291 boulevard Mohammed V, Casablanca, groups some 50 local firms engaged in Anglo-Moroccan trade. They are always interested to meet visiting British businessmen. The leading banks have regular contacts with the principal British commercial banks. Moroccan public and private organisations are also ready to inform British business representatives of their requirements, although with the former it is rarely possible to conclude a sale on an exploratory visit.

Perhaps as the economic potential of Morocco becomes better known British business visitors will become as numerous as the holidaymakers who flock to this modern tourist's paradise in North Africa.

Coles cranes are helping to build the new Casablanca expressway. (photo : Technical Equipments Casablanca)

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A developing market for Europe

As Tunisia turns increasingly towards Europe, following this year's signature of a commercial co-operation agreement with the EEC, John Cummins, former commercial attache at the British embassy in Tunis, looks at the opportunities for British exporters in this developing market.

With the smallest land area and population – around 5½ million – of all the north African countries, Tunisia may not appear to have the potential of its neighbours, Algeria and Libya. But, the political stability which has been established by President Bourguiba's governments since independence in 1956, has allowed steady progress throughout the economy.

Although agriculture remains the most important sector, employing around 50-60 per cent of the population, a small but growing industrial infrastructure has been developed since the early 1960s. Gross domestic product increased at an average rate of just under 5 per cent per annum during the 1960s and this has increased to over 9 per cent per annum during the period 1970-1975.

Tunisia has traditionally traded with France and Italy. This is mainly for historical and language reasons, but there is no doubt that Tunisian businessmen are now prepared to look further afield. Britain's share of the Tunisian market in 1975 increased to about 6 per cent, as against 3 per cent in previous years. Apart from certain types of agricultural and public works equipment, however, knowledge of British goods is still rather limited. British consultants and contractors have made little penetration of a market dominated by local and French companies. Frankly, given the linguistic problems and the government's encouragement of local companies in this area, the situation will not be easily changed. However, price is an extremely important factor for both the private and public sectors and the price-competitiveness of British goods is certainly being noticed by Tunisian purchasers.

Although lower commodity prices have affected the balance of payments, it is unlikely that the Tunisian government will wish to restrain development programmes by imposing even tighter controls on imports. It is possible, however, that attempts will be made to cut imports of goods considered to be 'non-essential'. These represent almost 15 per cent of total imports at present.

The potential, therefore, for British suppliers of such materials as agricultural, mining and public works equipment, chemicals for agriculture and the textile industry, electrical equipment and, to a lesser extent, capital equipment for oil and natural gas exploration, electricity distribution and certain smaller industries, such as textiles and electrical components assembly, appears to be quite good. In addition, Tunisia's concentration on education, health and social projects opens up possibilities for suppliers of educational and medical equipment and scientific instruments.

Fewer projects will be financed on tied-aid terms than in the past as certain countries reduce their aid commitment to Tunisia. On the other hand, project financing from the oil producing states, and various development funds, should help to create greater possibilities for British suppliers than in past years.

The International Bank for Reconstruction and Development, which has had a successful relationship with Tunisia over the years, will also continue to provide aid. It is likely, too, that in the near future Tunisia will begin, in a small way, to seek loans at commercial rates from the international money market.

Agriculture's contribution

Although agriculture employs over 50 per cent of the country's population, its contribution to gdp is less than 20 per cent and agricultural exports in 1975 represented less than 20 per cent of the value of total exports.

The sector is naturally very dependent upon climatic conditions which have been particularly favourable during the last five years. The main crops are cereals, olives, wine grapes, plus certain fruits and vegetables which are being developed, at least partly, for export to Europe. A certain emphasis is also being given to the production of poultry, livestock and to the fisheries sector.

Industry: the importance of mining

At the time of independence in 1956, Tunisia's industrial infrastructure was mainly confined to mining. The most important sector was the production of phosphates, although iron ore, lead, zinc and fluorspar were also mined.

Mining continues to play an important part in the Tunisian economy but there are now various types of industries established throughout the country. These include the El Fouladh steel mill at Menzel Bourguiba, phosphate processing plants at Gabes and Sfax, a sugar refinery at Beja, cement production at Bizerte and a variety of other industries, such as small ship building, food processing, textile manufacture, car assembly, television, and radio assembly, construction materials and local handicraft production.

Although Tunisia is only a minor producer of oil and natural gas, there are two sizeable oilfields being exploited at El Borma in south-west Tunisia and Ashtart, offshore in the Gulf of Gabes. Natural gas finds have also been made in the Gulf of Gabes and these are likely to be developed within the next few years. Preliminary investigation also suggests that there may be a major oil field offshore in the disputed frontier zone between Tunisia and Libya. Further exploration is going on, both onshore and offshore.

Tourism's bright prospects

The tourist industry began its take-off in the mid-1960s and showed continued growth until 1973. Despite two years of stagnation, the prospects now look bright for the future.

Over one million visitors came to Tunisia in 1975 – a record – and more are expected this year.

Trade: increased deficit

Tunisia's traditional trading partners are France and Italy, but much more business is now done with other European countries, such as West Germany and Britain, and the United States.

Although Tunisia's balance of payments in 1975 showed an increased deficit of 227 million dinars on total imports of 572 million dinars, this is off-set by invisible earnings from tourism, remittances from workers overseas and inflows of capital under aid programmes, etc.

Development plans

The 10 year development decade between 1972 and 1981 is divided into the fourth and fifth development plans, running respectively from 1972 to 1976 and 1977 to 1981.

There are three main objectives of these plans to increase growth, based particularly on export-orientated industries and also to encourage private initiative in commerce and industry, the creation of jobs, mainly in the industrial sector, which will reduce emigration and go some way to solving the country's traditional unemployment problems; and to maintain internal and external financial stability.

A growth rate of 6.6 per cent per annum was aimed at for the period of the fourth plan and this has just about been attained. Forecasts put eventual total public and private investment during the period of the plan at 1,200 million dinars and, as the last year of the plan is reached, estimates indicate that this figure will be achieved.

Preparations are now being made for the fifth plan which will cover the period 1977-1981. The plan is unlikely to differ greatly in

emphasis from that of the previous five years but the Tunisian government has already forecast that investment will be much increased to a total of 4,000 million dinars (at 1976 prices) over the period.

It is expected that about 20-25 per cent of this figure will have to be covered by foreign financing, partly from aid. But foreign aid commitments have shown a recent tendency to level off and Tunisia may have to obtain financing from more commercial sources than in the past. Efforts will be made to create new industries and increase existing plant and investment in the industrial sector, while, in the agricultural sector, the authorities will maintain the same level of investment and are attempting to achieve more efficient use of existing resources.

Proposed new projects

Certain projects, have already been proposed for implementation under the new plan. These are likely to represent only a small part of total investment during the period, but give an idea of the areas in which the government is likely to be concentrating.

In the agriculture sector, over 20 million dinars are to be committed to integrated rural development projects in central Tunisia, 17 million dinars on fishing ports and about 50 million dinars on the construction of the Sidi Saad and Kl Haourab dams.

The Tunisian electricity generating board (STEG) expects to construct an electricity generating station at Sousse, probably in two stages of 150MW capacity each. The cost will be about 60-70 million dinars at 1975 prices. Another 20-30 million dinars is likely to be spent on additions and improvements to existing power stations, such as that at Gannouche in southern Tunisia and a power station on the Sadi Salem dam of about 20-30MW.

Over 30 million dinars are to be spent by the state-owned Phosphate Mining Company in the development of the Kef Echfair phosphate mine near Metlaoui, plus modernisation of other mines in the region.

Plans are already well advanced for the construction of a further chemical processing plant at Gabes, which will produce phosphoric acid, ammonia and ammonium nitrate. Financial assistance from the Abu Dhabi National Oil Company and Abu Dhabi development fund is being sought for this project which is expected to cost well over 100 million dinars.

In textiles, meanwhile, the state textile company, SOGITEX, has plans to increase its weaving and spinning operations and will be investing at least 20 million dinars.

Apart from the large Sousse-Nord tourist infrastructure project, which has already begun and is likely to be completed over the next 10 years, financed by various Tunisian and foreign banks and finance organisations, new development in the tourist industry is unlikely but investment is likely for the improvement of existing services and infrastructure in the industry.

In the field of transport and communications, the national shipping company has a programme of purchases for at least one further oil tanker, two mineral carriers and three roll-on roll-off vessels, which will be carried out if the necessary financing can be obtained.

And the Tunisian national railway organisation, the SNCFT, is also expected to spend up to about $10 million on equipment. A loan agreement with the World Bank was signed in January 1976 for $28 million which will part finance the construction of new roads and improvement of existing roads. A study is also being carried out to consider improving rural roads as part of an overall rural development programme.

The national telecommunications system has been greatly improved over the last five years and the main efforts during the period 1977-1981 will be on improving secondary and rural systems. Both microwave and cable systems will be used.

But investment in Tunisia will not be confined to the public sector. The private sector will also be carrying out new investment programmes, particularly in light industries, such as textiles, food processing, shoe manufacture and electro mechanical assembly.

Foreign investment

Since 1972 the Tunisian government has amended the law to create a more favourable climate for foreign investment and two main steps were taken: the first was the introduction of law 72/38 of 1972 encouraging the implementation of export-orientated industries in Tunisia; and the second was the establishment of the investment promotion agency (API), set up to coordinate all industrial investment and cut through red tape.

The 1972 investment law has brought in foreign investors from West Germany, Belgium and the Nethelands plus a certain number from France, Italy and the USA. At the same time, private Tunisian investors have taken up the opportunities offered by the new legislation. The main attractions are, of course, cheaper labour costs and tax concessions.

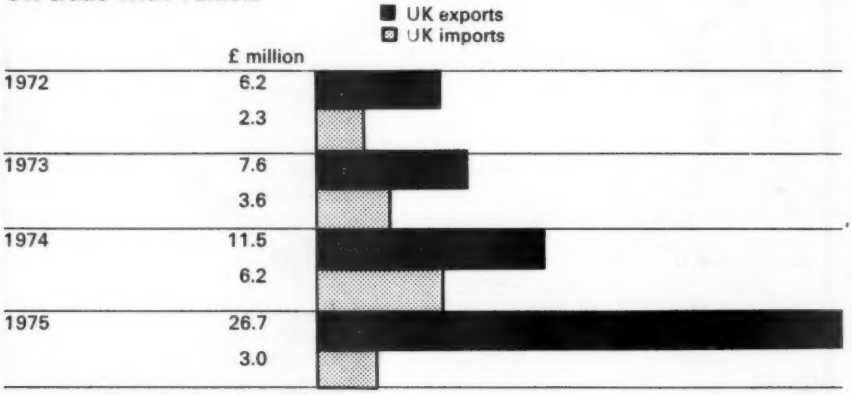
Most investment so far, under this regime, has

Tunisia's main suppliers: 1974

	Dinars million
France	151.2
Italy	53.1
United States	39.9
West Germany	39.1
United Kingdom	**17.6**
Iraq	16.7
Saudi Arabia	16.0
Belgium/Luxembourg	13.1
Brazil	12.1
Netherlands	11.9
Others	118.0
Total imports	488.7

Source: Statistiques du Commerce Exterieur.

UK trade with Tunisia



Source: Department of Trade Overseas Trade Statistics.

been in the manufacture of clothing and shoes, food processing and, to a lesser extent, in mechanical/electrical industries.

Selling in Tunisia

After the change in official policy in 1969, the Tunisian government began to give greater encouragement to the private sector of the economy. Certain retail and wholesale co-operatives were abandoned and although the government still has various interests in distribution and marketing of products, government companies or partly-owned government companies are obliged to compete freely with private companies, although they are naturally favoured as regards import licences.

There is a wide range of wholly or partly government-owned companies in the commercial sector, acting as import houses, transport and shipping companies and distributors. There also remain a certain number of government import monopolies in such products as tobacco, alcoholic beverages, live animals, sugar and certain petroleum products.

In order to decentralise the economy, various national boards or offices, have been set up over the years. Although these come under the tutelage of the relevant ministry, they have a certain amount of budgetary independence. Each office establishes a purchasing programme, usually every year, and either issues international call for tender or, in many cases, remains in contact with traditional suppliers. For this reason British companies should attempt, through their agents and by personal visits, to make themselves known as well as possible to these organisations in order to be aware of future development programmes and projects.

Apart from the offices, the various government ministries also purchase regularly. The method depends upon individual requirements. Certain ministries issue international calls for tender, while others merely deal with known suppliers and/or local agents. This stresses, of course, the need for regular contact with the government departments which are usually fairly open and helpful to foreign businessmen.

On the spot representation

There is little doubt that a good Tunisian representative is vital for any company wishing to do continuing business in Tunisia. However the point must be made that it is not easy to find ideal representation and companies are often obliged to accept standards other than those necessary in more developed territories. Most companies appoint representatives in Tunis to cover the whole country. Some of the larger local distributors have outlets in other important towns such as Sfax, Gabes, Bizerte, Sousse and Gafsa, but this is the exception rather than the rule. Agents will certainly require close help and guidance on most technical aspects and possibly also on methods of marketing.

The Tunisian market may not, at first sight, appear to justify frequent visits. However, visits are necessary for any company seriously trying to break into the market, particularly to support and encourage a new local representative. Without such support he will probably lose interest in the product. In the past, it has been the practice for many companies to appoint agents in France to cover their business in Tunisia. Although this still continues and has a certain amount of success, one senses that it is resented by the Tunisians. And, for goods which require import licences, the local authorities are more likely to issue these for British goods if the pro-forma invoices show direct shipment from Britain rather than via an agent in France.

Companies must remember also that French is the Tunisian business language. In the majority of cases, therefore, correspondence will go unanswered unless it is in French and likewise non-French or Arabic speaking visiting representatives will usually find contact extremely difficult without the assistance of an interpreter.

Finally, Tunisian legislation on trade regulations including tariffs, import licensing, etc, can be fairly complex and newcomers to the market are advised to obtain the information available on this subject from the Export Services and Promotions Division of the Department of Trade.

EEC agreement

Despite the present difficulties of the Tunisian market, more British companies should consider its possibilities. The signing in Tunis on 26 April this year of the new EEC-Tunisia agreement marks a further step in Tunisia's overall relationship with Europe and it is in this direction that Tunisia's future trading links will continue to be concentrated. Now is the time to take advantage of this trend.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (P1), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Reprints cost £10 for 250 copies of a page or part-page, plus 50p for each additional 125 copies; carriage extra.

Overseas trade country data

Angola

Overseas shareholdings in Angolan companies. A decree law published by the Angolan government on 22 July 1976 indicated that shares in companies registered in Angola belonging to foreign states' companies or citizens had to be deposited with national (ie Angolan) credit institutions within 30 days of its distribution (ie by 3 September 1976). Permission was, in fact, given for the deposit of shares in certain foreign credit institutions or in agencies abroad of national credit institutions.
It has now been learned that:

all shares in Portuguese or Mozambican territory may be deposited in agencies of the Commercial Bank of Angola in Lisbon or Maputo, or in agencies of the Bank of Commercial and Industrial Credit in Maputo, irrespective of whether the shareholders are resident in those countries;
foreign credit institutions or agencies abroad of national credit institutions in which shares based in Angola have been deposited in the terms of the decree must hand these shares over to credit institutions in Angola by 30 October 1976.

Inquiries: CRE 01-215 5276.

Australia

Industries Assistance Commission reference on the production of gold. The Industries Assistance Commission has been asked to inquire into and report on, the question whether, in the light of developments in the situation of the gold mining industry since the commission's report of 6 June 1975, any changes are necessary in the assistance accorded the production of gold, including assistance by way of taxation treatment, in order to sustain economic production in Australia; and, if so found, the nature and extent of such changed assistance.

In its inquiry into this reference the commission has been asked to report, by 31 March 1977, on the economic and social consequences of both the existing assistance and of any changed assistance recommended, taking particular account of the impact on isolated communities.

UK firms or trade associations intending to submit evidence at the public hearing should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned or through the Australian-British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319. Ref. CRE 1539/76.

Temporary protection of welded link chain of iron or steel. The Department of Industry and Commerce has received a request for temporary protection against imports of welded link chain of iron or steel falling within item 73.29.90 of the customs tariff.

Interested parties, either in support of or in opposition to the request, may submit their views to the department for consideration. Requests for temporary protection are initially received and considered by the department. They may be referred later to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference.

Any temporary protection which may be accorded the goods by the government after receipt of the report by the Temporary Assistance Authority will be in the nature of a holding action pending government consideration of the question of long-term protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that, should the need for urgent action emerge from these inquiries, goods ordered but not cleared for home consumption at the date of the announcement, will be subject to the terms of the action. Australian importers therefore have been urged to exercise caution in placing orders overseas and in entering into financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by the government.

Evidence must be formally submitted at the public hearing, either by a nominated representative of the firm or trade association concerned, or through the Australian-British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447), who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia, as soon as possible.

Inquiries: CRE 01-215 5319. Ref. CRE 1540/76.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Argentina

Addition to BTN 38.11.02.01. Resolution 163/76 of 3 June 1976 adds the following item to BTN 38.11.02.01: 2-methyl-2-(meth-thio) proprionaldehyde-o-(methylcarbamyl)-oxime, in a concentration of not less than 10 per cent (granulated) (Aldicarb and its synonyms).

Inquiries: OTAR 01-248 5757 ext. 474/476.

Additions to Chapters 73 and 96. Resolution 173/76 of 14 June 1976 adds the following to Chapters 73 and 96:

BTN	Description	Duty
73.13.05.04	Coated on one side with a thin sheet of chromium nickel stainless steel	15%
73.15.22.04	Coated on one side with a thin sheet of chromium nickel stainless steel	15%
96.02.00.03	Special brushes for cleaning selenium cylinders of photo-copying machines	130%

Inquiries: OTAR 01-248 5757 ext. 474/476.

Amendment to BTN 84.59. Resolution 267/76 amends BTN 84.59.10.01. The former wording was: Stemming machinery for tobacco with a production capacity of more than 500kg per hour. This should now read: Stemming machinery, horizontal type.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Amendment to BTN 37.05. Resolution 270/76 of 14 June 1976 adds the following to BTN 37.05:

BTN	Description	Duty
37.05.00.05	Films which are documentary micro-films of a scientific, technical, cultural or educational nature	15%

Inquiries: OTAR 01-248 5757 ext. 474/476.

Barbados

Retail sales tax exemptions. In the Barbados budget proposals of 30 July 1976, the prime minister announced that, from 2 August 1976, the following items would be exempt from retail sales tax:

Tariff no	Description of goods
01.05	Live poultry
12.03	Seeds
24.02.2	Cigarettes
Ch 30	Pharmaceutical products
36.06	Matches
84.41	Industrial sewing machines

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Cigarettes and matches: new consumption tax rates. An increase in the rate of consumption tax levied on cigarettes and matches was also announced. From 2 August 1976, the rates will be as follows:

Cigarettes	6 cents per five
Matches	$1.44 per gross containers of 60 matches or per 8,640 matches

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Bolivia

Prior deposit concessions. As a result of recent reductions in the prior deposit requirement for certain imports there are now three rates of import deposit:

5% All imports for the agricultural and cattle rearing sector. This includes relevan machinery and raw materials.
10% All imports for manufacturing industries in Bolivia which are registered in the Ministry of Industry and Commerce.
25% All other commercial imports.

Goods in the following sectors are exempt from the payment of the prior deposit:

all public sector imports; the mining industry; the oil industry (including the foreign companies); all industries registered under the Investment Law; books, magazines, newspapers, commercial catalogues and pamphlets.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Botswana

New currency. On 23 August 1976 Botswana introduced her own currency – the Pula (100 Thebe = 1 Pula). As from that date Botswana ceased to have access to the Rand monetary area financial reserves. However, Botswana remains within the Southern African common customs area.

During the 100 day period 23 August to 30 November, the Pula is tied to the Rand and the Bank of Botswana have undertaken to exchange Rand currency in circulation in Botswana for Pula and Thebe during this time at a guaranteed rate of R1 = P1. As from 1 December 1976 the Pula will be pegged to the US Dollar.

Inquiries: CRE 01-215 5274.

Brazil

Increase in duty on methanol. Customs Policy Council resolution 2828, published in the *Diario Oficial* of 31 August 1976, temporarily increased the import duty on methyl alcohol (methanol), under tariff heading 29.04.13.00, from its previous level of 30 per cent to 55 per cent. The increase will last for two years from date of publication, lapsing on 31 August 1978.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Modification of concession on raw lead. Customs Policy Council resolution 2826, published in the *Diario Oficial* of 28 August 1976, modified the terms of the concession granted on raw lead both refined and unrefined, of tariff headings 78.01.01.00 and 78.01.02.00, under the terms of resolution 2774 as follows:

The resolution grants a duty reduction of from 30 per cent to 7 per cent for the importer who can prove that he has bought 2 tonnes of domestically produced lead for every tonne imported. The other provisions of resolution 2774 still stand.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Increase in import duty on mounting rollers for crawler tracks. Customs Policy Council resolution 2820, published in the *Diario Oficial* of 23 August 1976, increased the import duty on mounting rollers for crawler tracks, under tariff heading 87.06.32.00, from 30 per cent to 45 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty amendments to silicon carbide. Customs Policy Council resolution 2819, published in the *Diario Oficial* of 23 August 1976, increased the import duty on silicon carbide, of tariff heading 28.56.05.01, 'having a granulometric rating of 220 mesh or finer', from 35 per cent to 45 per cent. It also made the following amendments:

Tariff no	Goods	Duty rate
28.56.05.01	Of a granulometric rating of 220 mesh or finer	45%
	'ex' Of a green colour	20%
28.56.05.99	Other	20%
	'ex' Of a granulometric rating of up to 220 mesh exclusive, other than that of a green colour	45%
	'ex' Not having a granulometric rating	45%

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reference prices on calculating machines. Customs Policy Council resolution 2827, published in the *Diario Oficial* of 26 August 1976, established reference prices for calculating machines as shown below:

		US $/unit cif	
Tariff heading	Goods	Assembled	Unassembled sets
84.52.02.99	Calculating machines		
	Portable electronic calculators of up to 23 keys	18	14
	Portable electronic calculators of more than 23 keys	51	49
	Desk-top electronic calculating machines not having a print-out	70	60
	Desk-top electronic calculating machines with print-out	127	125

This resolution also revoked resolution 2547 which set the previous reference prices.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Proposed duty increase on sugar cane harvesters. Customs Policy Council edital 819, published in the *Diario Oficial* of 4 August 1976, gave notice that the council was considering a proposed increase in import duty on sugar cane harvesters, of heading 84.25.01.01, from the standard rate of duty for combine harvesters of that heading of 25 per cent to 37 per cent. No further information available at present.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Proposed increase in import duty on aerosol valves. Customs Policy Council edital 821, published in the *Diario Oficial* of 12 August 1976, gave notice that the council was considering a proposed increase in import duty on aerosol valves as follows:

Tariff no	Goods	Duty rate Current	Proposed
84.61.03.00	Valves		
01	Of iron or steel	45%	
	'ex' Aerosol valves, with a base of iron or tin-plated steel (Flanders sheet)		75%

No further information available.
Inquiries: OTAR 01-248 5757 ext. 476/474.

Proposed duty increase on nickel powder. Customs Policy Council edital 820, published in the *Diario Oficial* of 4 August 1976, gave notice that the council was considering an increase in import duty on nickel powder as follows:

Tariff no	Product	Duty rates Present	Under study
79.03.02.00	Nickel powder and particulates	15%	
	'ex' With a minimum of 25% aluminium		45%

No further information available.
Inquiries: OTAR 01-248 5757 ext. 476/474.

Chile

Exchange rates. The Chilean Central Bank has now issued a circular (2558 of 3 September) establishing the exchange rates for the period 5 September to 4 October. Copies of this circular are available from CRE 01-215 5289.

Colombia

Duty amendments and temporary duty reductions. Decree 1753 of 23 August 1976 introduced some modifications to the customs tariff.

Duty amendments are as follows:

Tariff no	Description	Duty *ad valorem* cif
48.15.04.01	Electric insulating paper for electrolytic condensers	25%
73.13.04.00	Tinplate	10%
84.11.02.01	Air compressors of 40hp or less	50%
84.21.01.01	Sprays and powder distributors, motor-driven, whether or not self-propelled	45%

Temporary duty reductions are:
In addition to those goods listed in *Trade and Industry*, 18 June 1976 and 13 August 1976 the duty on goods in the following tariff headings is reduced to 5 per cent *ad valorem*, up to and including 30 June 1977:

85.01.03.99	85.01.05.05	90.17.04.00	90.18.02.00	90.19.02.00	90.19.89.01
90.19.89.99	90.20.01.01	90.20.01.02	90.20.89.01	90.20.89.02	90.20.89.03
90.20.89.04					

Also the duty on barley other than for sowing, 10.03.89.00 is reduced to 2 per cent *ad valorem* up to and including 31 December 1976. No further details available.
Inquiries: OTAR 01-248 5757 ext. 474/476.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Cyprus

Touristic establishments. The Turkish Cypriots made the following statement in Nicosia on 3 September:

The Turkish Federated State of Cyprus considers it essential that all touristic and other establishments within its boundaries should be reactivated as a matter of economic necessity, without further delay.

The Office of the Deputy Prime Minister, Minister of Defence and Foreign Affairs wishes, therefore, to call upon all persons, including private and corporate bodies, who are nationals of third party states and who have duly established their interests in such touristic and other establishments, to submit their plans for putting such establishments to economic use and for resuming their businesses in the north of Cyprus. Such plans should be submitted, within 60 days from the date of this note, to the Office of the Deputy Prime Minister, Minister of Defence and Foreign Affairs at the following address: The Office of the Deputy Prime Minister, Minister of Defence and Foreign Affairs, Turkish Federated State of Cyprus, Nicosia, Mersin 10, Turkey.

The Deputy Prime Minister, Minister of Defence and Foreign Affairs wishes to notify all concerned that in the case of touristic and other establishments which are not reactivated in accordance with the above, the Turkish Federated State of Cyprus will, as a matter of economic necessity, take all necessary measures to have such establishments reactivated without any further notice and in such manner as the state may deem appropriate.

Inquiries: CRE 01-215 5338.

France

Pharmaceutical products. A decree of the Ministere de la Santé amending the rules governing the advertising and labelling of pharmaceutical products and objects or apparatus considered to be beneficial to health, was published in the *Journal Officiel* of 26 August 1976.

Copies of the French text or of an unofficial translation are available.

Inquiries: OTAR 01-248 5757 ext. 423.

Israel

Restrictions on imports of pencils and crayons. No pencils or crayons may be imported into Israel unless they comply with specification 9 – 'Proposed revision of the metallic content of pencils and crayons', May 1976, issued by the Israeli Standards Institute. Copies of the above specification are available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Restriction on import of toys. No toys may be imported into Israel unless they comply with specification 4, 'Toys: safety requirements', January 1975, issued by the Israeli Standards Institute. Copies of above specification are available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Italy

Duty-free stores for pleasure craft. The Italian Ministry of Mercantile Marine has issued a document, similar to a ship's logbook, called 'Sailing and arrival logbook', which is now required for operators of low gross tonnage pleasure craft in order to obtain duty-free stores when departing from an Italian port to a foreign destination. The departure must be appropriately entered in this logbook, and the vessel must set sail within eight hours from the time of loading. The document will be issued by the harbour master at the first Italian port of call, and is valid for one year from the date of issue.

A memorandum prepared by the Italian embassy, which includes a specimen logbook, is available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Manufacturing tax and value-added tax on matches. Ministerial decree of 12 August 1976 published in the Italian *Gazzetta Ufficiale* 230 of 31 August 1976 sets out changes in the manufacturing tax rates and the value-added tax rates on matches.

The new rates are valid from 1 August 1976 until 30 June 1977. Copies of the decree in Italian are available from OTAR.
Inquiries: OTAR 01-248 5757 ext. 466/467/288.

State Seal prices on the new EEC-approved volumes of prepackaged liquids. Law 614 of 19 August 1976 published in the Italian *Gazzetta Ufficiale* of 2 September 1976 announced the price of state seals for the new EEC-approved volumes of prepackaged liquids, as seen in the decree law of 3 July 1976. It also gives details of the prepackaged liquids, which are only permitted on the community market in the volumes set down in the table annexed to the previous decree law of 3 July 1976. Copies of the law, in Italian, are available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Libya

Import restrictions: natural, synthetic or mixed woollen threads. The following amendment should be made to the notice which appeared in *Trade and Industry* on 3 September 1976:

After 'mixed woollen threads' please delete 'from 2 October 1976', and substitute '(2-10)'.

Inquiries: OTAR 01-248 5757 ext. 461.

Import regulations for insecticides. The Ministry of Economy has announced that only the General Company for Agricultural Machinery and Implements, PO Box 324, Tripoli and the Technical Company for Agricultural Pest Control, PO Box 6445, Tripoli, may import insecticides for outdoor purposes.

The Ministry of Economy reminds importers that household insecticides may still only be imported by the Brega Oil Marketing Company, PO Box 402, Tripoli. No further details are available.

Inquiries: OTAR 01-248 5757 ext. 461.

British architects win competition

A British firm of architects, John R. Harris of London, has won an international competition for the design of a hospital in Dubai. This photograph shows the winning design which envisages a 14-storey tower block set on a two-storey podium with a helicopter platform on the roof. The hospital will have 638 beds planned on 10 ward floors supported by two lower floors containing the most modern diagnostic facilities available. Out-patient facilities on the ground floor include a large accident/emergency department capable of dealing with major disasters. Nearly 200 firms entered the competition which was judged by an international panel of medical and architectural experts.

Netherlands Antilles

Import levy on cars. According to a notice published in the Dutch journal *Wereldmarkt* 34 of 10 September 1976, the extra import levy of 25½ per cent cif value is on cars of value exceeding NA guilders 10,000 (previously NA guilders 8,500) – excluding ambulances and buses, with effect from 16 June 1976.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

New Zealand

Customs tariff review of vehicles, aircraft, vessels, etc., various instruments, clocks and watches. Sections 17 and 18 of the New Zealand tariff will soon be covered under the Customs tariff review (see *Trade and Industry*, 27 June 1975, page 779).

The closing date for receipt of submissions in respect of tariff items in these sections is 30 September 1976.

The following chapters are covered by sections 17 and 18:

Section 17
VEHICLES, AIRCRAFT, AND PARTS THEREOF; VESSELS AND CERTAIN ASSOCIATED TRANSPORT EQUIPMENT

86 Railway and tramway locomotives, rolling-stock and parts thereof; railway and tramway track fixtures and fittings; traffic signalling equipment of all kinds (not electrically powered)
87 Vehicles, other than railway or tramway rolling-stock, and parts thereof
88 Aircraft and parts thereof; parachutes; catapults and similar aircraft launching gear; ground flying trainers
89 Ships, boats and floating structures

Section 18
OPTICAL, PHOTOGRAPHIC, CINEMATOGRAPHIC, MEASURING, CHECKING, PRECISION, MEDICAL AND SURGICAL INSTRUMENTS AND APPARATUS; CLOCKS AND WATCHES; MUSICAL INSTRUMENTS; SOUND RECORDERS AND REPRODUCERS; TELEVISION IMAGE AND SOUND RECORDERS AND REPRODUCERS, MAGNETIC; PARTS THEREOF

90 Optical, photographic, cinematographic, measuring, checking, precision, medical and surgical instruments and apparatus; parts thereof
91 Clocks and watches and parts thereof
92 Musical instruments; sound recorders and reproducers; television image and sound recorders and reproducers, magnetic; parts and accessories of such articles

The Customs Department has indicated that British exporters who wish to make submissions should do so by letter (five copies) through the commercial department, British high commission, PO Box 369, Wellington, New Zealand.

Inquiries: CRE 01-215 5321. Ref. CRE 45466.

Portugal

Duty and tax exemption. The Portuguese *Diario da Republica* 165 of 16 July published decree-laws 560A/76 and 560B/76, granting exemption from import duty, import surcharge and other taxes and import charges to goods and equipment imported for use in the exploration of geothermal resources.

Inquiries: OTAR 01-248 5757 ext. 458/461.

St Kitts-Nevis

Import licensing. By S R and O 1976 31, the St Kitts-Nevis authorities have announced that, from 8 July 1976, the following goods will require a licence for their importation into St Kitts-Nevis:

Bottled drinks; canned drinks; canned fruits; canned soups; canned vegetables; contraceptives; dehydrated soups; eggs; fertilisers; insecticides; lettuce; stout

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Sierra Leone

Customs tariff amendment for footwear. Public notice 28 published in the Sierra Leone *Gazzette* of 30 August 1976 amends as from 25 August Part A of the first schedule to the Customs tariff as follows:

Tariff no	Description	Rate of duty
64.01/04	Footwear	
B	Other slippers of rubber	40% or Le0.25 the pair

Inquiries: OTAR 01-248 5757 ext. 473/471/472/462.

South Africa

Customs tariff changes on vehicles, etc. The following amendments were published in the South African *Government Gazette* of 20 August 1976:

R1445 The definition of 'light goods vehicles' in chapter 87 is amended with retrospective effect to 13 February 1976, to include all mono-built closed panel vans.

R1446 BN 87.02.23/24/30. The effect of this notice is that the provisions for assembled and unassembled minibuses and other specialised passenger vehicles (excluding motor cars and vehicles designed to negotiate unusual terrain) with a seating capacity of less than 15 seats are extended with retrospective effect to 3 January 1975, to cover such vehicles with a seating capacity of less than 16 seats.

R1448 BN 38.11.55 and 38.11.65. As a result of amendments to the nomenclature of the Customs Co-operation Council the word 'herbicides' is substituted for the word 'weed-killers'.

R1457 BN 84.21. Subheading 84.21.30 is restated and the rate of duty on manually operated sprinklers and sprayers of a capacity not exceeding 5 litres, suitable for use with insecticides, fungicides and herbicides, is increased from free to 15 per cent.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Tariff application. Customs tariff application list 30/76, published in the South African *Government Gazette*, 17 September 1976, contains an application to the Board of Trade and Industries for increase in duty on:

1 Sodium hydroxide (caustic soda), liquid, classifiable under tariff subheading 28.17.20
2 Plates, sheets, strip, film and foil of vinyl chloride polymers or copolymers classifiable under tariff subheading 39.02.52

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE.

Inquiries: CRE 01-215 5274.

Customs tariff changes on radiographic film. The following amendment was published in the South African *Government Gazette*, 27 August 1976:

R1562 BN 37.01.10. The rate of duty on radiographic plates and film in the flat is amended from free to 20 per cent or 190c per m^2 (General) and free (MFN).

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

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'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

Spain

Home compensation tax modifications. The Spanish *State Gazette*, 13 September 1976, published royal decree 2126/1976 issued by the Ministry of Finance announcing modifications to the home compensation tax on the following sub-headings:

Tariff number	Description	Home compensation tax
48.01	Paper and paperboard	14.5%
48.02	Hand-made paper and paperboard	14.5%
48.03	Parchment of greaseproof paper and paperboard, etc.	14.5%
48.04	Composite paper or paperboard	14.5%
48.05	Corrugated paper and paperboard	14.5%
48.06	Paper and paperboard, ruled, lined or squared	14.5%
48.07	Paper and paperboard, impregnated, coated, etc.	14.5%
48.10	Cigarette paper	12.5%
48.11	Wallpaper, Lincrusta and window transparencies	14%
48.12	Floor coverings	14%
48.13	Carbon, copying paper and transfer papers	14%
48.14	Writing blocks, envelopes, letter cards, boxes, postcards, pouches, wallets, etc.	14%
48.15	Other paper and paperboard cut to size	14%
48.16	Boxes, bags and other containers of paper or paperboard	13%
48.17	Box files, lettertrays, storage boxes and similar articles of paper or paperboard used in offices, shops and the like	13%
48.18	Registers, exercise books, note books, order books, diaries, etc.	13%
48.19	Paper or paperboard labels, whether or not printed or gummed	13%
48.20	Bobbins, spools, cops and similar supports of paper pulp, paper or paperboard	13%
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding	13%
49.01	Printed books, booklets, brochures, pamphlets and leaflets	10%
49.02	Newspapers, journals and periodicals	11%
49.03	Children's picture books and painting books	11%
49.04	Music, printed or in manuscript	11%
49.05	Maps and hydrographic and similar charts including atlases, wall maps, printed, etc.	11%
49.06	Plans and drawings, for industrial, architectural, engineering or similar purposes	11%
49.07	Unused postage, revenue and similar stamps including bank notes cheque books, etc.	11%
49.08	Transfers (Decalcomanias)	11%
49.09	Picture postcards, Christmas and other picture greeting cards	11%
49.10	Calendars of any kind of paper or paperboard	11%
49.11	Other printed matter, including printed pictures and photographs	11%
76.04	Aluminium foil of a thickness not exceeding 0.20mm	
B	With backing	
1	Thin strips and sheets of aluminium fixed on paper or cardboard	13.5%

These modifications are valid from 13 September 1976.
Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Modification of import duties. The Spanish *State Gazette* of 30 August 1976 published royal decree 1996/1976 issued by the Ministry of Commerce temporarily modifying the import duties as follows:

1 Import duties on some goods are increased 12 per cent.

2 Import duties on some goods are reduced 6 per cent.

3 Reduced duties on capital goods: import duties increased 20 per cent.

4 Some goods at present being imported duty free will carry an import duty of 1 per cent.

The tariff numbers affected are available from OTAR.

This decree will be in force during a period of six months from 30 August 1976.

Inquiries: OTAR 01-248 5757 ext. 464/471/472/473.

Overseas trade exhibitions

British firms strike gold at Leipzig

From commercial department, British embassy, Berlin

Gold medals were awarded to four British companies at the Leipzig autumn fair which took place from 5 to 12 September. The companies were: Barwell Machine and Rubber Group for their precision pre-former for rubber blanks; Dunlop Ltd for the Denovo tyre; Hill Thomson Ltd for 'Something Special' Scotch whisky; and ICI Ltd for the PC dye system.

The emphasis at the autumn fair is on chemicals, printing, the textile industry, the automobile industry and consumer goods, the latter being displayed mostly in the fair halls in the city centre.

One hundred British firms exhibited or were represented and there were two BOTB-supported joint venture schemes; the first, with the Society of Motor Manufacturers and Traders, had nine companies showing automobile parts and accessories and the second with the British Printing Machinery Association, had five firms showing printing and note counting machinery.

A German Democratic Republic government delegation headed by Herr Erich Honecker, first secretary of the Central Committee, visited the stand of ICI Ltd on the first day of the fair and was received by the British charge d'affaires, Derek Tonkin, and Sir Cyril Pitts, overseas controller of ICI. Herr Sölle, Minister of Foreign Trade, paid a visit to the SMMT joint-venture stands and Dr Beil, Deputy Minister of Foreign Trade, held a discussion with Shell International Petroleum Company.

British exhibitors reported a generally good level of contacts with GDR ministries, state trading organisations and manufacturing enterprises. The fair again attracted a large number of visitors from other East European countries, for whom Leipzig remains the principal east/west trade fair.

An encouraging number of orders and inquiries was received by British exhibitors.

Major British role in Malta poultry exhibition

From J. B. Whittington, first secretary (economic/commercial) British high commission, Malta.

Forty-five international firms displayed equipment, stock, feed, veterinary products and services at the poultry exhibition held in Malta from 6 to 9 September, during the fifth European poultry conference. The conference which took place from 5 to 11 September attracted over 1,000 buyers, sellers and scientists from all over the world.

Britain played a major role in the exhibition with 27 exhibitors, of whom 24 participated in a joint venture between BOTB and the British Agricultural Export Council. It was housed in a specially constructed 10,000 sq ft British pavilion, 7,000 sq ft of which was exhibition space. Supporting the commercial exhibitors, technical and situational information was provided at an information bureau manned by the Agricultural Development and Advisory Service of the Ministry of Agriculture, Fisheries and Food, and by the British Agricultural Export Council.

It will take several months to quantify the exhibition's worth, but some orders have been taken including one worth £250,000 from Nigeria.

Most exhibitors expected the occasion to provide meetings with important buyers from Arab countries, and several had letters from such buyers who intended coming to Malta. It was particularly disappointing therefore that only a few Arabs attended. Even so, nearly all the exhibitors in the British pavilion said they were glad they had come and considered their participation worth while. None of them expected to book orders on the spot but looked forward to meeting existing and potential customers, with whom they could develop business in the coming months. This is in fact what happened. The exhibitors were pleased with the contacts they made with visitors from many countries, several of them mentioning in particular East European buyers – and some spoke of useful meetings with buyers from Britain.

Ross Poultry and Smiths Industries, two of the exhibitors at Malta.

Optimistic prospects about Bulgarian market

From Miss Alexadra Adam, commercial department, British embassy, Sofia

For the tenth successive year there was an official British exhibit sponsored by the British Overseas Trade Board at the Plovdiv international trade fair which was held from 3 to 10 September.

This year there were 19 stands in the official pavilion, but several stands represented more than one manufacturer and, together with the firms which took space independently, they brought the total British representation to 30 separate companies.

The opening of the fair coincided with the start of a weekend and business at first was slow. However exhibitors were later encouraged by the degree of interest Bulgarian purchasers showed in their products and most of them considered that the number and extent of serious inquiries was much higher than normal. Most were optimistic about their prospects in the Bulgarian market.

Before the end of the fair contracts had been concluded for more than £370,000 worth of goods and a number of exhibitors were planning to prolong their stay to conclude discussions started at the fair.

Firms displaying copying and printing equipment – Rank Xerox, Rotaprint, Gestetner and (independently) Monotype –

were well represented and it was this area which promised the most valuable orders. Steam Vacuum Extraction Ltd, who manufacture machinery for cleaning carpets and upholstery, exhibited for the first time at Plovdiv in 1975 and although arousing interest, sold no equipment as potential customers could not obtain the necessary currency allocations. However in the very early stages of this year's fair the company sold all the equipment they were exhibiting and were given a clear indication that larger orders will follow. This underlines the fact that firms wishing to break into the Bulgarian market must be prepared to be patient and sustain their effort over a period.

The stand of Denis Tyler Ltd attracted large crowds where they had an impressive display of studio recording equipment and television and film equipment.

Other participants in the official exhibit were: Wadkin Ltd, Mechanical Handling Consultants Ltd, Tucker Fasteners Ltd, Pye Unicam Ltd, the Hydor Co Ltd, ICI, Empexion Ltd, British United Shoe Machinery Co Ltd, Corning Ltd – Process Plant Division, Cimex Ltd, Baker Street Trading Overseas Ltd, J. C. Bamford Excavators Ltd, Desoutter Brothers Ltd, and Goode, Durrant and Murray Ltd.

In addition the representatives of several other British firms, and some banks, used the opportunity to visit Bulgaria for routine discussions with their Bulgarian contacts and in some cases with their contacts from other CMEA countries also.

There were also official exhibits from West Germany, France, Italy, Belgium, Denmark, Austria, Switzerland, the United States and Canada. All Eastern European countries mounted large and prestigious displays. The fair organisers claim that more than 2,300 foreign exhibitors took part in this year's fair – a slight increase on the 1975 figure.

Although British exporters generally regard the Plovdiv fair as one of the less important trade events in Eastern Europe it should be borne in mind that the Bulgarian authorities set great store by it and point out that 30 per cent of all Bulgarian foreign trade stems from contracts concluded each year at the Plovdiv fair. This is a very significant portion of Bulgaria's trade, particularly when one considers that the lion's share of her trade with her Eastern European partners is concluded in annual bilateral agreements outside the fair.

Kalmar shopping week generates goodwill

From John Weait, first secretary (commercial), British embassy, Stockholm

Ninety shops in Kalmar, Sweden collaborated in a British Week which began on 20 August with the release of hundreds of red, white and blue balloons. Clothing and food products are sectors in which Britain is particularly strong in Sweden and these were prominently on display. However, British manufacturers and their local representatives in other sectors had also worked hard and a wide range of British goods was on display, ranging from pottery to hi-fi equipment and from pipe tobacco to a Rolls Royce Silver Shadow.

It may be with the Rolls Royce that British industry achieved its most notable success during the week. The local distributor reported at the end of the event that he had very firm inquiries for two orders. The last Rolls Royce to be sold in the Kalmar district was in 1973. The car exhibition, of which the Rolls Royce was the star attraction, also showed the full range of Leyland and Chrysler cars available in Sweden. Distributors reported active interest at the exhibition and crowded showrooms at their garages.

Tourism was also a priority target. The British Tourist Authority, British Airways, the shipping lines and local travel agents combined effectively to persuade the people of Kalmar of the attractions of holidays in Britain. Their efforts do not appear to have been in vain. One travel agent alone reported booking 200 holidays to Britain during the week. The other travel agents have reported a similar upswing of interest.

The British atmosphere was not restricted to the shops. There were bagpipers from Scotland and police from the City of London, as well as a town crier. The folk songs (many of them Swedish) of Martin Best so enchanted his audience at the opening ceremony that the record shops of Kalmar reported that they had completely sold out of his records (produced by EMI) by the following Monday, in spite of their having bought extra stocks in anticipation of a surge in demand. A British pianist entertained the public at one of the local hotels. The 'Good Old Days' were recreated at the town theatre, there was a 'British Day' at the races and embassy staff lectured a total of about 2,000 schoolchildren on British themes.

Perhaps the most resounding success of the week was achieved by Jennifer Wilson, one of the stars of the BBC television programme 'The Brothers', which is extremely popular in Sweden. She arrived on 27 August for the last three days of the week and enchanted the people of Kalmar with her friendliness and indefatigable willingness to shake their hands, talk to them and sign autographs. A crowd of well over 3,000 people attended a garden party in the town park on the final day of the week where they were entertained by Jennifer Wilson and her actor-husband, Brian Peck, as well as the town band and the pianist, Terry Dollman.

The British embassy collaborated with the Swedish Trade Commission in London and Kalmar chamber of commerce in a seminar for local businessmen on British-Swedish trade. There, as in all the events of the week, the message came over clearly that Sweden is one of Britain's most attractive markets for both capital and consumer goods.

The week was organised in the relatively short period of six months. The fact that it was so well done is a tribute to all concerned especially, the local organising committee.

The week – organised by a town which wanted to demonstrate its friendship for Britain – was not of course on the scale of British weeks in large cities. It could not be: Kalmar has a population of about 50,000. But it was an occasion in which the organisers on both the Swedish and British sides achieved their purpose. It both gave British companies the chance to show what they had to offer and generated a great deal of goodwill. It can be counted a success.

The ballons go up to start British shopping week in Kalmar

Gratifying results from Frankfurt's autumn fair

From R. S. Holmes, vice-consul (commercial), British consulate-general, Frankfurt

Nearly 2,800 exhibitors including 668 foreign firms from over 30 countries showed their products at the Frankfurt international fair. The fair was held from 29 August to 1 September and covered a net exhibition area of 86,000m². The four-day event was attended by a total of some 65,000 trade buyers from some 80 countries, a 6 per cent increase over the attendance figures for the comparable 1975 autumn event.

As the third largest foreign contingent, ranking after France and Austria with 89 firms each, the United Kingdom was well represented by 68 exhibitors. Fifty-five of these took part in British Overseas Trade Board and trade association-sponsored joint ventures.

Meeting place

For the British ceramic and pottery manufacturers, almost all of whom are already well represented in the Federal Republic and other countries, the Frankfurt autumn fair is usually a meeting place for their established customers, agents and distributors and substantial orders are not normally expected.

It was, therefore, all the more gratifying that some of the 16 participants in this group sponsored jointly by the BOTB and the Ceramic Manufacturers' Federation took substantial orders. One firm alone nearly topped the £200,000 mark. While the majority of visitors were from the domestic and EEC markets, a few important overseas buyers found their way to British stands where impressive collections of fine bone china, porcelain, earthenware and glassware were on display.

The largest British joint venture at this event (with 23 participants), under the auspices of the British Jewellery and Giftware Federation found the interest in their products markedly greater than at any previous autumn event. Good pre-fair publicity attracted press and tv coverage to some British stands. The British Art Metal Export group again featured the products of about 15 British manufacturers of copper and brassware on their stand, and a considerable volume of orders was booked. While business was slightly above normal for most of the participants, a few firms – mainly in the fine metal goods section – found their extremely keen prices and the current rates of exchange for sterling a definite advantage and prompted buyers to place substantial orders. One manufacturer declared his production fully booked until February 1977 with orders in the region of £100,000.

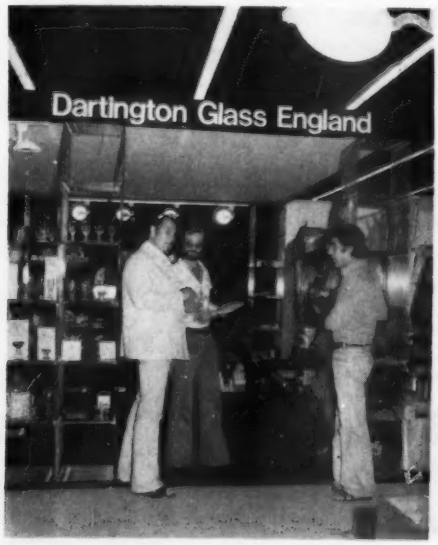
The Design Council again sponsored a group of 10 firms who showed selections of giftware, oven-to-tableware, greeting cards and pottery. Most of these firms are now represented in the Federal Republic, and sizeable orders were taken on their own stands and those of their agents.

Considerable business

The Silverware and Cutlery Association of the United Kingdom mounted with the BOTB one joint venture stand on which cutlery and silverware from five Sheffield firms were displayed. Despite the small stand and the general situation in the cutlery and silverware trade – which has not been particularly buoyant – most exhibitors found their participation well worthwhile.

While in many instances only sample orders were placed by fairly cautious buyers, it is anticipated that considerable business will be forthcoming in the next few months. The fair was declared a success by most British exhibitors and opinion was unanimous that no one could afford to give Frankfurt a miss.

Dartington Glass at the Frankfurt fair.



British firms on the up-beat in New Orleans

from G. S. W. Gush, vice-consul (commercial), British consulate-general, Houston

In a joint venture with the Music Publishers Association Ltd, and the British Photographic Industry Ltd, the British Overseas Trade Board sponsored 19 firms at the International Music Exposition (Musexpo) held from 8 to 11 September, 1976 at the Fairmont Hotel, New Orleans. Companies from 16 other countries participated, including 10 from both France and Germany and six from Japan. In all, 135 firms exhibited, the largest number being those from all parts of the United States. The great majority of the American firms, all of the British and all of the other foreign companies, conducted their business in individual booth/offices equipped with record and tape playback equipment.

During the past six years, the important and influential British music publishing and record industry has increased its turnover by six times. Its exports in sheet music, records and royalties are now earning £500 million annually. Many of the firms which contributed significantly to that impressive export achievement were taking part for the first time with the BOTB in a joint venture. They were interested in developing business in the vast American music industry which accounts for 44 per cent of the world total market and in which annual sales reach approximately $2.75 billion.

Best rock

Because Britain has long been recognised as a source for some of the best rock music, performers and singers in the world, the British firms at Musexpo had in their catalogues a good selection of British rock. Though no longer as tumultuously popular as it was a decade ago, British rock still has a strong following in the United States. The American companies represented a cross-section which included record companies, music publishers, independent producers, artists, impressari, distributors, importers and exporters, radio and television programmers, broadcasters and directors and firms dealing with licensing and performing rights.

The British exhibitors worked long hours throughout the four days of the exposition. Inquiries were received, new contacts established, leads developed, deals discussed and arrangements made for follow up meetings, either in the United States or in third countries, all of which was managed in the usual fast-moving pattern of business in the international music industry. Those pleased with their results included Charley Music Ltd, Duart Music Ltd, Gull Records Ltd, Amphonic Music Ltd. Summit Music Ltd and Belsize Music Ltd. The British firms gathered useful market and opportunity information on new trends in music for radio, television and films. From sales charts and other yard sticks, they learned of the success of current hits and of the present popularity of many types of music including 'black', 'ethnic', 'rock', 'progressive', 'country' and 'background'. They also received first-hand information on the latest developments regarding licensing and performing rights which have been under review recently by congress.

Although the prime object of the British companies was to develop sales of material to the American market, they also received an important and unexpected bonus in the form of business with many of their fellow exhibitors from France, Germany, the Netherlands and Japan. Somewhat unexpected also were the inquiries from American companies interested in having their recordings made in British studios so as to reap the benefits of both lower overheads and the devalued pound. The British exhibitors received publicity in articles, stories and news releases on 'Musexpo' in many American and foreign trade journals. They also received invitations to visit music publishers and record companies in many parts of the United States following the close of the show.

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Overseas trade export successes

Major South Korean steel producer orders Bridon wire-rod mill

Ashlow Steel and Engineering of Sheffield, a company in the Bridon Group, has won a £13 million contract to supply a complete wire-rod mill to Pohang Iron and Steel Co (Posco), a major steel producer in Pohang, in the Republic of Korea. This is the largest single export contract to be obtained by a member of the Bridon Group.

The rod mill of twin-strand type has been designed to produce 450,000 tonnes of rod per year. The necessary billets for the mill will be supplied by Posco who are currently developing other steel processing facilities. This is the culmination of the third phase of Posco's development of an integrated steel production plant.

The mill is due to come into operation in 1979. The manufacture of all the equipment to be supplied from the UK will be completed by the first quarter of 1978.

UAE to use British phones

Following a successful delivery performance during 1976, Pye TMC Ltd has been awarded a contract by the United Arab Emirates for a wide range of telecommunications equipment including rotary dial and push-button telephones, automatic dialling instruments and transmission equipments. Worth about £390,000, the order covers equipment to be used in Dubai and Abu Dhabi.

British tv technology trains Indian technicians

As a result of a major television studio project recently completed by Link Electronics Ltd, British technology is being used in India to train technicians in the latest television methods.

The contract, worth some £220,000, was for the design, equipment supply, installation and commissioning of a new television studio centre in Poona, India. The completed centre, one of the most modern in the country, is being used for training operational staff. It consists of three studios, master control, a telecine room equipped with two machines and a videotape recording area.

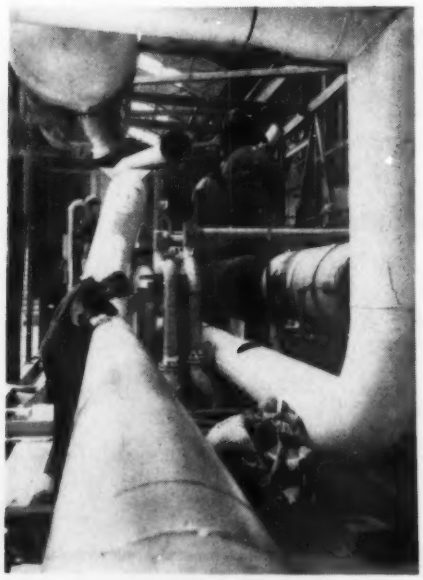
In addition to designing and commissioning the television system, Link has supplied a variety of television equipment manufactured at their own factory in Andover. This includes eight Type 103 monochrome studio cameras; two Type 200 professional telecine systems; a caption scanner; a complete Link electronics communications system and other miscellaneous items of equipment.

The new television studio complex is part of a major project for the Poona Institute which includes a new building for the centre designed and constructed by the Indian government. The Link Electronics studio system uses almost entirely British equipment. The completed tv centre brings India the very latest television techniques – not only in terms of equipment but in the concept of the entire design philosophy.

Replacing the previous temporary facilities in Delhi, the new centre provides Indian television with the means to train many more people. It is anticipated that each year several hundred production, operational and engineering people will be taught the latest television methods.

Fabrication of air separation plant for Canada

Equipment for an air separation plant to be constructed in Canada being fabricated at Air Products Ltd's Cryogenic Systems Division in Acrefair, Clwyd. The equipment is for a 714 metric tonnes per day air separation plant producing oxygen, nitrogen and argon at the new Lake Erie development, Nanticoke, Ontario. The plant will be operated by Catalytic Enterprises to supply by pipeline up to 550 metric tonnes per day of gaseous oxygen and 320 metric tonnes per day of nitrogen to the Steel Co of Canada (Stelco).



Singapore, Ghana, Senegal take British buses

Metal Sections Ltd, part of the Midlands Tube Investments group, have sold £240,000 worth of completely-knocked-down (CKD) bus body kits to Singapore, Ghana and Senegal for delivery before January 1977. It is the first time the company has sold its bus body kits to Singapore and Senegal.

Singapore ordered 10 Metsec kits for double-deck buses, which will be the first time this type of vehicle has operated in that country. Ghana will take 30 single decks and Senegal 20.

Metsec CKD bus body kits consist of fully-fabricated but non-assembled components ready to bolt together on a chassis. Main construction advantages over conventional assembly methods are that erection jigs are not necessary to assemble the fully-interchangeable jig-built components.

Air compressors for Iran

An order valued £1 million has been secured by the Equipment Division of the Consolidated Pneumatic Tool Co Ltd in Fraserburgh, Aberdeenshire, for the supply of portable air compressors to Iran.

The order, which was placed by the CP Distributor, Cipico Trading and Industrial Company, Tehran, is for 200 rotary power vane compressors from 85 to 900 cfm capacity, and includes a number of 'hushed power' silenced versions up to 260 cfm.

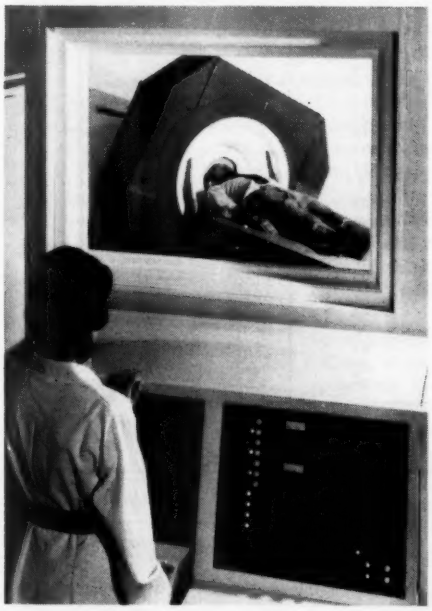
Switchgear for Qatar

Reyrolle Parsons has won an order worth approximately £1.25 million from the state electricity department of Qatar for 450 units of the company's type LMT2 oil-break 11kV distribution switchgear.

New Japanese orders for EMI scanners

Japan has ordered a further £8 million worth of EMI-Scanner computerised medical X-ray systems. The new orders comprise 11 EMI-Scanner brain diagnosis systems and 22 EMI-Scanner whole-body examination systems. As a result, Japan has now ordered a total of 70 of these systems and all of them will be delivered to Japanese hospitals by mid-1977.

EMI's second generation brain scanner.



Modification kits

The orders include the supply of modification kits to up-date 26 EMI brain scanners, already in use in Japan, to the latest specification, as well as a major contract for spares to back up the total of brain and whole-body systems so far ordered.

Bovis to manage Tehran building contract

Bovis Construction Ltd, a member of the P and O group, has been appointed to provide construction management for a major apartment complex near the centre of Tehran. The contract has been awarded to Bovis by Garni Company, a property development company formed by some of Iran's biggest construction, design and engineering practices.

The Bovis contract involves the co-ordination of a multiplicity of trades using local labour and resources within a tight construction programme.

Vanak district

Situated in the Vanak district of Tehran, the scheme will provide a total of approximately 100 apartments in two adjacent 14-floor blocks, with underground car parking, plant rooms and stores. There will also be a swimming pool, water reservoir and gardens.

The value of the building works is approximately £3.8 million and both blocks are scheduled for completion in early 1978.

British designers keep Iranian fertiliser plant cool

A contract worth more than £4 million for the design and construction of a water-cooling system for a major fertiliser plant near Shiraz in central Iran has been awarded to a joint venture formed by a Belgian thermal engineering company and Giltspur Engineering Consultants of Beaconsfield. The contract was placed by the Iran Fertiliser Company.

Giltspur has already started design work for the project and estimates that 80 per cent of the equipment will be supplied by UK manufacturers.

Giltspur Engineering Consultants will be responsible for all aspects of the cooling system including design, procurement of pipework, instrumentation, electrical equipment and mechanical equipment except the design of the 17 cooling towers. The contract also includes water treatment systems, control rooms, and electrical sub-stations.

Twelve vertical submersible pumps – 10 driven by electric motors and two by turbines, and weighing between 15 and 20 tons each – will be at the heart of the cooling system, pumping a total of over 10 million gallons of water per hour and are being supplied by Allen Gwynnes Pumps Ltd of Bedford.

British radiators for Citroën cars

Two orders placed by Citroën, the French car firm, with Covrad Ltd (Associated Engineering Group) of Coventry, are worth nearly £1 million.

The first order is a £400,000 contract to supply components for Citroën's diesel car. The second, worth £$\frac{1}{2}$ million, is for radiators for the new CX 2400 saloon.

Born wins Turkish furnace contract

Born Heaters Ltd of Hove, have won a contract to supply a one-off, twin-cell horizontal crude furnace with a duty of approximately 120 million Btu's to the Turkish Petroleum AO refinery in Aliaga, Turkey. This heater is part of a programme which is being carried out at the refinery in conjunction with Tumas, Turkish engineering contractors.

The unit will utilise the recently-developed materials to guard against vanadium pentoxide attack.

West Germany orders cryogenic equipment

A major export contract for cryogenic equipment valued at £110,000 has been won from West Germany by the Hymatic Engineering Company of Redditch – a member of the Huntleigh Group.

The contract, placed by the Federal Government of West Germany, is for a series of ground-based, liquid-air-dispensing units for use with 'Drone' airborne-recoverable surveillance systems.

British controls for Qatar network

The photograph shows the Naeeja control room of the control system supplied to Qatar by the Chippenham-based Automation and Controls Division of the Westinghouse Brake and Signal company. The system will control and supervise the 132/66kV Qatar electrical distribution network. The system was formally handed over at a ceremony on 13 September.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million				£ million		
						18,054	10,399	1,807	1,976			
1970	100	31,472	9,380	2,130	1,799	425	325	68	−14	733	−25	758
1971	102	32,396	9,544	1,991	1,930	70	−148	52	22	1,084	280	804
1972	104	34,344	9,754	1,739	2,071	−18	−145	48	15	154	−702	856
1973	110	35,894	10,008	1,872	2,362	1064	404	102	382	−736	−2,334	1,598
1974	110	35,521	9,805	2,024	2,251	597	666	81	−111	−3,747	−5,220	1,873
1975	108	35,413	9,767	1,737	1,964	−648	−392	−111	−23	−1,673	−3,204	1,531
1973 4th qtr	109	8,958	2,513	467	615	205	91	32	47	−395	−949	554
1974 1st qtr	106	8,835	2,532	510	591	−176	−21	18	−38	−832	−1,288	446
2nd qtr.	110	8,789	2,339	502	562	295	197	43	19	−858	−1,355	497
3rd qtr.	112	8,905	2,418	501	548	373	358	3	−39	−763	−1,242	479
4th qtr.	111	8,992	2,516	511	550	105	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	9,041	2,490	471	497	−176	18	−31	−38	−452	−852	400
2nd qtr.	107	8,839	2,394	444	495	−254	−105	−54	−66	−366	−681	315
3rd qtr	107	8,729	2,496	416	496	−156	−234	−29	38	−561	−989	428
4th qtr.	108	8,804	2,387	406	476	−62	−70	4	43	−294	−682	388
1976 1st qtr.	110	8,912	2,457	402	460	−33	31	23	12	−39	−473	434
2nd qtr.		8,875 pe		402 p	476 p		−118 p	−25 p	−55 p	−553	−1,040	487
% change last 2 qtrs. on prev. 2 qtrs.	+1.9	+1.4	−0.9	−2.2	−3.7							
on a year earlier	−1.2	−0.5	−3.2	−12.1	−5.6							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
				monthly averages									On a balance of payments basis	
	at 1970 prices		at 1971 prices										at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3	106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.3	108.1	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.0	929.0	4.0	148.2ø	124.9	125.6
1974 2nd qtr.	108.0	110.0	107.8	105	107.5	15.8	213.7	148.9	132.3	577.4	2.5	318.4	134.0	137.5
3rd qtr.	108.4	109.9	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	133.4	136.4
4th qtr.	105.0	105.8	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	126.5	133.0
1975 1st qtr.	104.4	105.9	111.3	108	122.0	20.3	220.9	176.0	163.6	737.9	3.2	..	128.9	125.4
2nd qtr.	100.1	100.4	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	199.4	99.5	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.3	133.6	120.0	127.4
4th qtr.	100.3	100.0	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.9	113.6	128.3	127.2
1976 1st qtr.	101.5	101.5	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.0
2nd qtr.	102.2	103.3	106.7	106	154.9	16.0	292.6	214.4	212.4	1,246.5	5.3	119.6	137.1	137.1
1975 Aug.	98.3	98.3	104.8	98	139.3	26.9	241.4	193.5	185.6	997.4	4.3	135.9	115.2	124.9
Sept.	100.0	100.1	106.1	120	140.5	26.6	243.2	194.9	186.0	1,034.4	4.4	131.1	121.9	123.1
Oct.	100.6	100.5	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.7	118.9	130.5	128.9
Nov.	100.7	100.5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.9	111.8	123.4	128.0
Dec.	99.6	99.0	107.0	87	146.0	24.9	259.5	201.5	198.2	1,174.6	5.0	110.1	130.9	124.7
1976 Jan.	101.0	101.6	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.2	111.1	131.5	125.1
Feb.	101.9	101.4	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.3	113.5	128.4	127.0
Mar.	101.7	101.6	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.3	122.0	134.9	119.9
Apr.	102.1	102.9	108.5	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.3	123.9	134.8	134.0
May	104.1	105.9	105.7	112	155.2	15.4	292.0	214.8	211.4	1,250.0	5.4	120.6	138.2	139.7
June	100.4	101.0	106.1	88	156.0	13.8	299.6	217.0	215.7	1,255.7	5.4	114.3	138.4	137.7
July	101.9	103.4	108.3	87	156.3	12.9	301.6 p	219.9 p	217.6	1,294.6	5.5	117.6	129.8	140.0
Aug.				117 p	158.5	13.8	302.9 p	223.4 p	217.7 p	1,309.3 p	5.6 p	127.5 p	132.3 p	131.7 p
% change latest 3 months on prev. 3 months	+0.2	+1.4	−0.2	−11.8	+2.5		+6.1	+4.0	+3.4	+4.0		−1.9	−2	+4
on a year earlier	+2.5	+3.6	+2.2	+4.3	+13.5		+28.7	+15.0	+17.7	+35.0		−14.2	+12	+7

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of 11 months

Inquiries: 01-215 3453

New estimates of investment in assets for leasing, hiring and renting out

In recent years, it has become apparent that the continuing quarterly survey* of industry's capital expenditure carried out by the Department of Industry has not fully covered the growth in expenditure on assets for leasing, hiring or renting out. The survey was therefore extended from the first quarter of 1975 and a new approach was directed to leasing subsidiaries of banks, finance houses and to specialist leasing companies. This article presents the information on leasing which was collected. In the design and operation of this new aspect of the survey, valuable help was received from the Equipment Leasing Association, whose members cover a substantial proportion of the relevant investment. The overall response to the approach was high.

In the *Blue Books*† for national income and expenditure, capital expenditure is classified according to industry of ownership, so that expenditure by these lessors is allocated to the industrial order: insurance, banking, finance and business services, on the basis of ownership of the assets. This practice is also adopted in the Department of Industry's survey. An exception to the rule is investment in ships, which is classified to the shipping industry. These figures on leasing are brought together here.

It appears that the total net capital expenditure in this context in 1975 was of the order of £500 million, at current prices. This total includes leasing by financial institutions including banks (which report to the Bank of England) and the relevant figures for ships, but not the leasing of building acquisitions by property companies, etc. The hiring of contractors' plant and scaffolding, which is classified to the construction industry, and TV rental in the retail sector, are also excluded. Only about half of this investment of some £500 million had been covered by the previous surveys and so the new approach produced a fairly large addition to the estimates of investment by the distributive and service industries in 1975. It was also necessary to incorporate retrospective adjustments in order to maintain comparability with estimates for earlier years. These amendments are unavoidably somewhat arbitrary. The evidence which is available seems to indicate that leasing business increased from a relatively narrow base in the late 1960s at a rapid rate until 1973, and has since tended to grow more slowly. Taking account of inflation, this implies some levelling-off, in real terms, since 1973. Therefore the overall effect of the changes on the series for capital expenditure (at constant prices) by the distributive and service industries is that the growth between 1969 and 1973 is relatively greater than the previous series indicated, and the decline since 1973 remains much the same.

The new form of return was also designed to obtain certain basic information about

a the type of leasing, and

b the broad industry classification of lessees.

The information collected is given in the table. An important category of leasing is that carried out under financial lease (full payout agreement) in which the full cost of the asset is recovered by the lessor within a fixed (contractual) period, which may be followed by a further period of term unspecified. Within this category, figures were requested relating to the scale of leasing to the manufacturing sector in particular. Some contributors were unable to sub-divide their aggregate data to meet this cross-classification, but a total net investment of over £100 million was identified to lessees in manufacturing industries in 1975 under financial leasing. Operating leases are included in the residual category (all other leasing, hiring, or renting out): in the table, the figures for this category also include expenditure by those contributors who were unable to separate the data for financial leasing. The total net investment shown in the table is somewhat lower than the aggregate of about £500 million mentioned above since it does not include the expenditure by a number of smaller leasing businesses which is not yet available. It is hoped to expand the coverage of these estimates in future articles.

Inquiries: 01-215 3345.

* These are the manufacturing, distributive and service industries, as defined in regular articles in *Trade and Industry*: their capital expenditure in 1975 was approaching £8,000 million, at current prices.

† The latest *Blue Book* was published on 10 September.

Capital expenditure in 1975 on assets for leasing, hiring or renting out (as defined in the article)

£ million, current prices

	Financial leasing to			All other leasing, hiring or renting out (b)	Total
	Public (a) authorities	Manufacturing industry	Other industries		
New building work	—	—	—	2	2
Vehicles (c)					
Acquisitions	7	20	58	30	115
Disposals	—	4	3	6	13
Plant and machinery					
Acquisitions	39	102	67	148	356
Disposals	—	4	2	5	11
Total expenditure					
Acquisitions	46	122	125	180	473
Acquisitions *less* disposals	46	114	120	169	449

a Central Government and local authorities.
b Includes some financial leasing which could not be separated.
c Includes ships.

'Economic Trends' for September

The leading article in the September issue of *Economic Progress Report*, looks at the effects of international investment on the UK balance of payments.

'For many years now', says the article, 'there has persisted an undercurrent of public concern about the effect of UK investment overseas on the balance of payments. Despite the exchange controls at present in force, some critics continue to argue that the UK is "exporting capital" on a massive scale, to the detriment of the official reserves, the balance of payments generally or the exchange rate, with the result that the Government is forced to run the economy at a lower pressure of demand, and higher level of unemployment than would otherwise be necessary. In fact, criticisms on these lines are usually based on misunderstanding.'

The article shows that the net additions to our overseas investments in recent years have been financed in such a way that the reserves have been fully protected, and the net effect on the balance of payments of all the identified items connected with international investment – past and present – has been both favourable and massive, averaging some £2¼ billion a year over the last three years.

The article begins by explaining briefly the effects of the present exchange control rules. It then shows how a quick reading of the normal balance of payments accounts can lead to the misunderstandings mentioned above. The point is also made that the word 'investment' as used in the balance of payments accounts means something quite different from what we usually mean by 'investment' in discussing the domestic economy. Finally the article presents the figures in a new way which brings together all the identified items in the balance of payments accounts relating to international investment.

Price code up to date

Price controls have been and remain an essential support to the government's counter-inflation policies. Most of them are contained in the price code, a set of rules administered by the Price Commission. This article gives a summary of the main points in the price code.

Monthly economic assessment

The assessment shows that output continued to rise in the second quarter, but growth was slower than in the first quarter. Consumers' expenditure fell, there was a reduction in work in progress

and a slower rise in the volume of exports. But there was no further fall in manufacturing investment and the CBI's July survey reflected increasing confidence in prospects for industry. The 12-month increase in retail prices was down to 12.9 per cent in July.

Latest revised figures this month – not reflected in the printed assessment - show that manufacturing production rose rather faster in the second quarter than in the first. Export volume recovered somewhat in August from the exceptionally-low July figure, but not sufficiently as yet to re-establish the continuity of the upward trend.

Economic indicators

The 12 charts on the back page give a broad view of the movements of some of the main economic indicators in the economy since 1974; a table containing the most recent figures is included on page 7.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Economic Progress Report prepared by the Treasury Information Division, is published every month. It contains articles on economic subjects, analysing or giving background to government economic policy, together with the Treasury's assessment of the economic situation and a table and charts of economic indicators.

Index of retail prices for August

The index of retail prices for all items for 17 August 1976 was 158.5 (15 January 1974 = 100). This represents an increase of 1.4 per cent on July 1976 (156.3) and of 13.8 per cent on August 1975 (139.3).

The rise in the index in August was due mainly to higher average prices for many articles of food, particularly potatoes, eggs, meat and bread, and of clothing; to increases in London Underground rail fares; and to increases in motoring costs. These increases were partially offset by reductions in the average prices of some fresh fruits and vegetables, particularly tomatoes.

The movements for the main groups of the index are shown in table 2.

Inquiries: 01-214 8748, 8440 or 8561.

TABLE 1

	All items			All items except seasonal foods		
	Index 15 Jan 1974 = 100	Percentage change over 1 month	Percentage change over 12 months	Index 15 Jan 1974 = 100	Percentage change over 1 month	Percentage change over 6 months
1976						
March	150.6	+0.5	+21.2	149.5	+0.3	+6.1
April	153.5	+1.9	+18.9	152.2	+1.8	+6.6
May	155.2	+1.1	+15.4	154.2	+1.3	+6.7
June	156.0	+0.5	+13.8	155.4	+0.8	+6.4
July	156.3	+0.2	+12.9	156.8	+0.9	+6.2
August	158.5	+1.4	+13.8	158.5	+1.1	+6.4

TABLE 2

	Indices (15 January 1974 = 100)		Percentage change over the month
	13 July 1976	17 August 1976	
All items	156.3	158.5	+1.4
All items excluding food	157.2	158.6	+0.9
Food	153.4	158.4	+3.3
Seasonal food	149.0	163.6	+9.8
Other food	154.8	157.8	+1.9
Alcoholic drink	162.4	163.3	+0.6
Tobacco	175.3	175.3	Nil
Housing	143.8	144.5	+0.5
Fuel and light	185.6	187.0	+0.8
Durable household goods	142.7	143.3	+0.4
Clothing and footwear	138.3	140.5	+1.6
Transport and vehicles	166.9	169.5	+1.6
Miscellaneous goods	162.0	163.4	+0.9
Services	160.1	160.9	+0.5
Meals out	158.0	159.9	+1.2

Index of industrial production for July

The provisional estimate for the total all-industries' index in July 1976 is 101.9 and that for manufacturing alone is 103.4 (1970 = 100).

Changes in the incidence of industrial holidays have made interpretation more difficult but, taking account of the possible impact of the very hot weather on output in the gas, electricity and water industries, latest estimates suggest that industrial output was probably continuing to rise in recent months.

The index numbers in this article are all seasonally adjusted. The seasonal adjustment process is designed to remove annually recurring month-to-month variations due, for example, to the incidence of holidays. The adjustments, however, can in general only be derived from analysis of past experience, and may not therefore be completely appropriate when holiday patterns change sharply. The introduction of a public holiday on New Year's Day seems to have led to more shutdowns of industrial plant in the last week of December and early in January. Similarly, there is some unquantifiable evidence to suggest that some industrial establishments took holidays at the beginning of June, 1976 immediately following the Spring Bank Holiday on 31 May – in recent years most of such holidays would have fallen in May. The seasonal adjustment process may not fully reflect these changing holiday patterns.

Before any adjustment to allow for the use of delivery indicators it is estimated that the average level of the all-industries' index in the three months to July 1976 was little changed from the preceding three months; the corresponding index for manufacturing industries, however, increased by some 1½ per cent. The analysis by broad market sectors shows that, over the same period, the output of the consumer goods and investment goods industries increased by 2 per cent and 1 per cent respectively, although the output of the intermediate goods industries fell by nearly ½ per cent, reflecting a reduction in the output of fuels.

The use of series for some industries which measure deliveries rather than production resulted in the all-industries' index overstating the level of output in the third and fourth quarters of 1975 by nearly 1 per cent and ½ per cent respectively and understating it by about ½ per cent in the first quarter of 1976. Provisional evidence indicates that the index may have somewhat overstated the level of output in the second quarter of this year.

On a longer-term comparison, the all-industries' index in the latest three months was about 2½ per cent above its level in the same period a year earlier; the corresponding rise for manufacturing industry was about 3½ per cent.

The index numbers in the table incorporate revised and later information for a number of industries. The estimates have also been revised to take account of the annual recalculation of seasonal factors.

Inquiries: 01-233 8310.

Index of industrial production

Seasonally adjusted

1970 = 100

	Total all industries	All industries other than construction	Mining and quarrying	Manufacturing industries												
				Total	Food, drink and tobacco					Engineering and allied industries						
					Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Total vehicles	Metals goods n.e.s.
Weights	1,000	850	37	745	84	52	32	7	58	319	100	15	67	16	73	48
1971	100.4	100.0	100.0	99.6	100.6	99.9	101.7	103.3	102.1	99.2	100.2	100.8	101.7	96.6	99.4	93.6
1972	102.7	102.3	84.1	102.4	104.9	104.0	106.4	102.6	108.1	100.0	95.0	93.0	110.2	91.8	103.7	95.7
1973	110.2	110.7	92.6	110.8	109.3	106.3	114.2	110.0	121.2	107.8	103.4	101.7	125.2	95.1	105.1	103.1
1974	106.3	107.8	79.1	108.1	109.9	104.5	118.8	106.0	127.7	106.4	103.4	104.9	120.6	99.4	101.3	103.5
1975	101.0	102.4	86.3	101.4	108.5	100.9	121.0	92.0	115.8	101.6	102.1	100.8	113.3	103.4	94.7	94.5
1974 2nd qtr.	108.0	109.5	86.3	110.0	110.0	105.6	117.3	111.4	129.5	107.6	104.1	106.5	120.0	98.4	104.1	106.5
3rd qtr.	108.4	110.3	88.2	109.9	109.3	104.3	117.4	104.3	131.3	108.8	104.6	106.0	124.6	100.0	104.5	105.6
4th qtr.	105.0	106.9	88.0	105.8	107.6	100.4	119.3	104.9	123.3	106.3	104.2	106.5	118.9	101.9	101.8	101.2
1975 1st qtr.	104.4	106.3	87.6	105.9	108.4	101.4	119.9	95.9	118.8	106.5	104.8	104.8	119.8	103.0	100.2	102.7
2nd qtr.	100.1	101.3	85.6	100.4	106.9	99.0	119.7	91.6	112.9	101.4	104.3	105.5	112.2	103.6	91.2	93.6
3rd qtr.	99.4	100.4	84.7	99.5	108.5	99.2	123.7	92.3	112.3	100.2	100.1	99.2	113.5	102.6	94.2	90.7
4th qtr.	100.3	101.5	87.2	100.0	110.4	104.0	120.8	88.2	119.2	98.4	99.2	93.9	107.5	104.5	93.3	91.1
1976 1st qtr.	101.5	102.9	88.6	101.5	106.8	102.5	113.9	94.6	123.2	99.0	98.7	97.6	108.0	104.2	93.6	93.8
2nd qtr.	102.2	104.1	89.5	103.3	109.8	103.1	120.8	96.6	126.0	100.6	99.2	105.3	112.4	104.1	94.0	94.3
1975 Jul.	99.8	100.9	84	100.1	108	99	123	89	111	102	101	101	114	102	97	92
Aug.	98.3	99.1	85	98.3	107	99	121	95	109	99	100	99	114	103	91	89
Sept.	100.0	101.2	86	100.1	110	100	127	92	117	100	99	97	113	103	94	91
Oct.	100.6	101.9	87	100.5	110	103	122	93	118	99	99	94	109	106	92	93
Nov.	100.7	101.9	88	100.5	110	103	120	85	118	99	99	94	108	104	96	92
Dec.	99.6	100.7	87	99.0	111	106	121	87	121	97	99	94	106	104	93	88
1976 Jan.	101.0	102.3	91	101.6	104	101	109	91	120	99	99	96	107	104	93	96
Feb.	101.9	103.4	88	101.4	106	102	112	94	123	99	98	97	108	105	95	93
Mar.	101.7	103.1	87	101.6	110	104	120	98	126	99	99	100	109	104	93	93
Apr.	102.1	104.0	90	102.9	110	104	121	99	125	100	100	103	111	104	95	94
May	104.1	106.4	90	105.9	109	103	118	92	124	103	99	105	112	105	100	101
Jun.	100.4	102.0	89	101.0	110	103	123	98	129	98	99	108	113	103	87	88
Jul.	101.9	103.9	86	103.4	110	101	124	93	124	102	98	108	113	103	103	88
% change latest 3 months on previous 3 months	+0.2	+0.6	0.0	+1.4	+0.9	−0.8	+3.3	−2.8	+0.9	+1.5	−0.2	+7.1	+3.2	−0.6	+2.8	−0.3
on a year earlier	+2.5	+3.4	+4.6	+3.6	+2.4	+3.2	+1.2	+4.2	+12.4	+0.3	−4.0	+3.3	+0.9	+0.4	+5.8	−0.3

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.						
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	57	43	14	76	49	3	24	27	17	10	22	64	31	146	72
1971	91.3	89.8	95.8	102.3	100.7	103.0	105.4	108.1	107.0	109.8	103.0	97.3	99.7	103.0	103.9
1972	91.4	89.4	97.3	104.6	103.0	104.5	107.8	115.2	115.1	115.3	113.5	102.6	104.2	104.8	111.2
1973	100.0	97.3	108.5	110.1	108.6	101.0	114.6	127.1	125.5	129.5	132.6	112.1	116.5	107.3	118.1
1974	91.7	87.7	104.2	103.0	99.1	94.8	112.2	116.6	108.4	129.4	112.5	108.8	114.2	98.3	118.6
1975	78.6	74.2	92.2	99.1	93.8	92.5	110.8	107.9	99.6	120.8	110.2	95.6	103.1	93.3	120.4
1974 2nd qtr.	93.2	88.7	107.3	107.3	104.7	99.0	114.0	119.9	113.5	130.0	116.0	111.3	119.1	99.5	115.1
3rd qtr.	95.1	91.9	105.0	105.2	101.3	94.8	114.7	117.4	108.9	130.6	111.0	109.8	116.8	97.6	124.7
4th qtr.	88.3	84.7	99.5	99.2	92.8	88.0	113.9	112.3	103.9	125.4	106.5	104.5	108.4	94.1	127.1
1975 1st qtr.	91.0	88.6	98.6	101.1	94.1	89.8	117.1	112.1	103.2	126.0	112.0	101.1	109.3	93.3	120.6
2nd qtr.	75.7	70.8	90.8	98.5	93.6	90.0	109.8	105.6	98.4	116.8	109.7	94.9	99.8	93.4	118.6
3rd qtr.	72.1	66.6	89.2	98.3	92.7	93.3	110.6	105.9	98.0	118.3	108.2	93.1	100.0	93.1	118.1
4th qtr.	75.6	70.8	90.2	98.3	94.7	96.8	105.9	107.9	98.8	122.0	110.8	93.5	103.1	93.4	124.1
1976 1st qtr.	83.4	79.9	94.2	100.7	96.7	97.6	109.2	109.5	101.9	121.3	110.2	95.7	108.7	93.4	124.9
2nd qtr.	87.5	84.6	96.7	98.1	94.5	96.0	105.6	113.8	103.7	129.5	108.3	99.3	109.4	90.6	120.8
1975 Jul.	73	67	91	99	93	93	112	106	100	116	109	94	100		118
Aug.	72	67	89	98	93	93	110	104	95	119	107	92	95		115
Sept.	71	66	88	98	92	93	110	107	99	120	108	93	106		121
Oct.	81	77	92	99	95	97	107	108	100	122	111	95	101		123
Nov.	78	74	89	100	97	97	105	107	98	122	112	93	106		124
Dec.	68	61	89	97	93	97	106	108	99	123	110	93	102		125
1976 Jan.	88	86	95	106	103	98	113	106	100	115	111	95	106		116
Feb.	82	78	94	100	96	98	109	111	102	125	112	97	110		132
Mar.	80	75	93	96	91	98	105	112	104	124	108	95	111		127
Apr.	85	82	96	97	94	96	103	113	104	127	108	100	109		123
May	101	99	107	102	98	96	112	114	102	132	114	100	111		120
Jun.	76	73	87	95	91	98	101	115	105	130	102	98	108		120
Jul.	82	74	106	101	99	96	106	116	106	133	110	100	105		119
% change latest 3 months on previous 3 months	+4.9	+4.5	+5.8	+1.5	+2.3	−1.2	+0.5	+2.6	+0.9	+4.8	−.04	+1.8	−1.6		−5.9
on a year earlier	+18.3	+21.4	+11.1	0.0	+2.3	+5.2	−4.6	+9.0	+5.7	+13.3	−0.7	+5.3	+7.5		+1.5

Current account of the United Kingdom balance of payments for August

In August 1976 the current account is estimated to have been in deficit by £131 million. The deficit on trade in goods was £291 million, seasonally adjusted, and the balance on services and other current transactions is estimated to have been running at a monthly surplus of about £160 million.

In the three months June to August there was a current account deficit of £687 million compared with £245 million in the previous three months.

Visible trade

Summary: Figures on a balance of payments basis (see tables 1 and 3)

In August there was a deficit on visible trade of £291 million, seasonally adjusted; the value of exports was £2,040 million and the value of imports £2,331 million. The deficit was £236 million less than in July as a result of a rise of £85 million in exports and a fall of £151 million in imports. There were no major imports of North Sea oil production installations following the high levels in each of the previous two months and this accounted for some three-quarters of the fall in the value of total imports between July and August. The terms of trade improved by 1½ per cent, the result of a 2 per cent rise in the export unit value index and a ½ per cent rise in the import unit value index. In terms of volume, exports increased by 2 per cent between the two months while imports fell by 6 per cent.

In the three months ended August the visible trade deficit was £1,169 million compared with £715 million in the three months March to May. Exports were valued at £6,056 million and rose by 4 per cent between the two periods while imports, at £7,225 million, increased by 10 per cent. By volume, exports fell by 2 per cent while imports rose by 4 per cent. Arrivals of North Sea oil and gas production installations in June and July accounted for about two-thirds of this increase in imports. Between the latest two three-monthly periods, the export unit value index rose by 6½ per cent and the import unit value index by 7 per cent leaving the terms of trade virtually unchanged.

Exports: Overseas Trade Statistics basis

Area analysis (see table 4). The value of exports to the developed countries as a whole was 2½ per cent higher in June/August than in March/May. Exports to the EEC and the rest of Western Europe rose by 1 per cent and 9 per cent respectively, while the value of shipments to North America was unchanged. In contrast, there was a decrease of 1 per cent in goods despatched to the other developed countries (Australia, New Zealand, South Africa and Japan). Exports to the developing countries in aggregate rose by 3½ per cent, including a 4½ per cent rise to the oil exporting countries. Shipments to the centrally planned economies were 9½ per cent higher.

Commodity analysis (see tables 5, 6 and 7). In the three months June to August exports of manufactured goods were 3½ per cent higher in value but 2 per cent lower by volume than in the previous three months. Within this broad category of exports, shipments of metals and miscellaneous metal manufactures continued to rise sharply, increasing by 19 per cent by value and 11 per cent by volume over this period. The volume of chemical exports was 2½ per cent higher, with a rise of 7 per cent in the value of deliveries. The volume of shipments of all other commodity groups fell in the three months to August. The volumes of machinery and of road motor vehicles and other transport equipment exported were 3 per cent and 2½ per cent lower respectively, although these reductions were outweighed by increased prices so that the value of deliveries increased. The value of textile exports rose by 5 per cent, despite a fall of 2 per cent in the volume of goods despatched. The reduction in shipments of other manufactured goods, both in value and volume, largely reflected a fall in exports of precious stones. The value of exports of non-manufactures was unchanged in the latest three months. There was an increase of 8½ per cent in the value of exports of basic materials reflecting increased prices which more than offset a fall in the volume of deliveries. Exports of food, beverages and tobacco and fuels were lower both by value and by volume.

Imports: Overseas Trade Statistics basis

Commodity analysis (see tables 8, 10 and 11). There was a 6½ per cent rise in the value of imports of food, beverages and tobacco between the three months ended August and the previous three months, resulting from a 2½ per cent rise in prices and a 4½ per cent increase in volume. The value of fuel imports increased by 6 per cent with a 9 per cent rise in price outweighing a fall in volume. Imports of industrial materials were 7 per cent higher in value but 1 per cent lower in

£ million seasonally adjusted

		Current balance	Visible balance: Trade in goods	Invisible balance: Services and other current transactions
1974		−3,347	−5,220	+1,873
1975		−1,673	−3,204	+1,531
1975	1st quarter	−452	−852	+400
	2nd quarter	−366	−681	+315
	3rd quarter	−561	−989	+428
	4th quarter	−294	−682	+388
1976	1st quarter	−39	−473	+434
	2nd quarter	−553	−1,040	+487
1976	March	+118	−27	+145 (b)
	April	−153	−315	+162 (b)
	May	−211	−374	+163 (b)
	June	−189	−351	+162 (b)
	July	−367	−527	+160 (a)
	August	−131	−291	+160 (a)
	March-May	−245	−715	+470
	June-August	−687	−1,169	+482

(a) These figures are projections and are subject to revision as information becomes available.

(b) One-third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

TABLE 1 Visible trade on balance of payments basis

Seasonally adjusted values — £ million

		Exports (fob)	Imports (fob)	Visible balance
1974		15,899	21,119	−5,220
1975 r		18,768	21,972	−3,204
1974	1st quarter	3,481	4,769	−1,288
	2nd quarter	4,008	5,363	−1,355
	3rd quarter	4,223	5,465	−1,242
	4th quarter	4,187	5,522	−1,335
1975	1st quarter r	4,531	5,383	−852
	2nd quarter r	4,479	5,160	−681
	3rd quarter r	4,632	5,621	−989
	4th quarter r	5,126	5,808	−682
1976	1st quarter r	5,420	5,893	−473
	2nd quarter r	5,992	7,032	−1040
1976	March r	1,896	1,923	−27
	April r	1,922	2,237	−315
	May r	2,009	2,383	−374
	June r	2,061	2,412	−351
	July r	1,955	2,482	−527
	August p	2,040	2,331	−291
	Mar.-May	5,828	6,543	−715
	June-Aug.	6,056	7,225	−1,169
	Percentage change	+4	+10	

p Provisional estimates. r Revised estimates (see note 11)

TABLE 2 Invisible trade ¶

Seasonally adjusted values — £ million

	Credits	Debits	Invisible balance
1974	10,153	8,280	+1,873
1975	11,038	9,507	+1,531
1974 1st quarter	2,467	2,001	+466
2nd quarter	2,528	2,031	+497
3rd quarter	2,522	2,043	+479
4th quarter	2,636	2,205	+431
1975 1st quarter	2,659	2,259	+400
2nd quarter	2,701	2,386	+315
3rd quarter	2,789	2,361	+428
4th quarter	2,889	2,501	+388
1976 1st quarter	3,031	2,597	+434
2nd quarter	3,245	2,758	+487
July			+160*
August			+160*

¶ See note 7.
* These figures are projections and are subject to revision as information becomes available.

TABLE 3 Export and import unit value and volume index numbers on a balance of payments basis

Indices 1970 = 100

	Unit values (not seasonally adjusted)			Volume (seasonally adjusted)	
	Exports	Imports	Terms of trade†	Exports	Imports
1974	162.7	218.0	74.6	130.1	135.2
1975	198.5	245.7	80.8	124.9	125.6
1974 1st quarter	147.2	194.9	75.5	126.7	133.9
2nd quarter	159.9	218.7	73.1	134.0	137.5
3rd quarter	168.1	224.5	74.9	133.4	136.4
4th quarter	175.8	231.7	75.9	126.5	133.0
1975 1st quarter	184.9	240.5	76.9	128.9	125.4
2nd quarter	193.4	241.1	80.2	122.6	122.2
3rd quarter	202.2	247.1	81.8	120.0	127.4
4th quarter	210.1	260.4	80.7	128.3	127.2
1976 1st quarter r	219.0	270.0	81.1	131.6	124.0
2nd quarter r	234.2	293.6	79.8	137.1	137.1
1976 March r	222.6	274.0	81.2	134.9	119.9
April r	228.4	285.4	80.0	134.8	134.0
May r	233.9	294.2	79.5	138.2	139.7
June r	240.4	301.1	79.8	138.4	137.7
July r	242.6	305.2	79.5	129.8	140.0
August p	247.8	306.5	80.8	132.3	131.7
Mar.-May	228.3	284.5	80.2	136.0	131.2
June-Aug.	243.6	304.3	80.0	133.5	136.5
Percentage change	+6½	+7	−½	−2	+4

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates.
r Revised estimates (see note 11).

volume. Within this group, there were diverse movements, the volume of chemical imports rising by 7 per cent compared with a 3 per cent fall in the volume of other semi-manufactures. On the other hand the increase in the price of chemical imports at 5½ per cent was substantially lower than the 10 per cent increase for other industrial materials. Finished manufactures in total increased in value by 17 per cent with price and volume contributing almost equally. Within this group imports of machinery rose by 29 per cent in value with a 16 per cent rise in volume (but by 10 per cent and 2½ per cent respectively excluding the import of oil and gas production installations). Road motor vehicles increased by 18 per cent in value while other transport equipment fell by 38 per cent.

Area analysis (see table 9). The value of imports from developed countries in aggregate rose by 8 per cent in June/August compared with the previous three months. There was a rise of 7½ per cent in imports from North America, while deliveries from the EEC were 4½ per cent higher. Imports from the rest of Western Europe and the other developed countries (Australia, New Zealand, South Africa and Japan) rose by 12 per cent and 20 per cent respectively. Imports from the developing countries were 16 per cent higher, with a 21 per cent rise in deliveries from the oil exporting countries and an increase of 10 per cent in imports from the other developing countries. Imports from the centrally planned economies rose by 2½ per cent.

Invisible trade (see table 2)

The latest estimate of invisibles relates to the second quarter of 1976 when credits on services and other current transactions were £3,245 million and debits £2,758 million, giving a surplus of £487 million for the quarter. The rate at which the monthly surplus is projected to be running currently has been revised upwards to £160 million.

Notes

1 Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Table 13 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special Exim Bank credit (the values involved are now small). All these adjustments are described in greater detail in the annual '*Pink Book*' *United Kingdom Balance of Payments 1964-74* (table 4 and pages 64-67) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and

TABLE 4 Exports: areas¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

		Developed countries				Developing countries		
	Total	EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	Centrally planned economies
1975	19,929	6,419	3,372	2,332	1,879	2,278	2,923	666
1975 3rd quarter	4,940	1,560	847	544	465	596	732	183
4th quarter	5,464	1,851	915	632	472	614	759	167
1976 1st quarter	5,775	1,969	916	695	508	704	842	175
2nd quarter	6,337	2,251	1,062	784	468	757	807	189
1976 June	2,165	748	388	248	153	261	286	69
July r	2,062	739	321	258	163	245	257	58
August p	2,158	749	363	270	166	266	291	61
Mar.-May	6,186	2,214	983	776	487	737	815	171
June-Aug.	6,386	2,236	1,072	776	482	771	833	188
Percentage change	+3	+1	+9	—	−1	+4½	+2	+9½

¶ See Note 2 r Revised estimates. p Provisional estimates.

exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

2 The adjustments described at Note 1 are made only for the monthly totals of exports and imports (table 1) and the monthly figures of trade in petroleum and petroleum products (table 12). They are not estimated for the area and other commodity analyses of trade. The values of total trade and the main components of exports and imports in tables 4 to 11 are available only on the Overseas Trade Statistics basis. Whereas comment on total trade and trade in petroleum and petroleum products relates to figures for exports and imports on a balance of payments basis, analyses of the area and other commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in tables 4 to 11. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

3 Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1 above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

4 Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

5 Recording of exports. The present system for the documentation of exports aimed at securing their full recording was introduced in October 1971; the system, and the methods used to monitor the accuracy of the resulting figures, were described in an article in *Trade and Industry*, 15 February 1973.

Regular assessments of the quality of recording indicated that, from the beginning of 1972 until late 1973 there was no need to make adjustments to the export figures for a shortfall in documentation. Some errors in recording remained, whereby either the need to submit a document was overlooked or, on the other hand, two documents might be submitted for the same goods. The amount of these errors

TABLE 5 Exports: commodity classes¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment*	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1975	19,929	1,428	561	814	16,464	8,236	5,784	1,737	715	2,179	1,839	698	3,512	662
1975 3rd quarter	4,940	373	134	207	4,079	2,112	1,486	451	165	516	447	170	825	169
4th quarter	5,464	396	156	219	4,518	2,208	1,564	456	210	579	451	190	1,045	179
1976 1st quarter	5,775	404	164	243	4,763	2,376	1,679	512	190	683	484	204	1,048	194
2nd quarter	6,337	398	186	281	5,287	2,525	1,741	561	203	738	582	223	1,268	168
1976 June	2,165	137	66	82	1,801	884	598	190	82	254	211	75	391	53
July r	2,062	123	62	113	1,717	800	555	177	72	252	207	77	376	54
August p	2,158	142	64	104	1,789	861	599	185	69	260	222	79	371	56
Mar.-May	6,186	410	177	305	5,121	2,434	1,708	551	185	715	537	219	1,257	178
June-Aug.	6,386	402	192	299	5,307	2,545	1,753	552	222	765	640	231	1,137	163
Percentage change	+3	−2	+8½	−2	+3½	+4½	+2½	—	+20	+7	+19	+5	−9½	−8½

* Not seasonally adjusted. ¶ See note 2 r Revised estimates. p Provisional estimates.

TABLE 6 Exports: volume indices Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
Weights	1,000	64	34	26	844	410	276	134	97	119	49	169
1975	129.8	155	107	93	130	133	136	128	142	102	105	145
1975 3rd quarter	125.1	149	104	91	127	133	138	123	136	97	103	131
4th quarter	133.7	170	118	90	133	131	134	130	145	93	113	160
1976 1st quarter	137.2	166	119	93	137	136	139	130	168	101	117	159
2nd quarter	141.9	150	122	103	143	135	135	132	169	114	123	180
1976 June	142.2	155	124	89	143	138	135	136	173	120	119	165
July r	134.0	138	113	123	136	126	127	124	170	117	120	155
August p	136.9	155	117	108	138	131	134	121	171	124	124	150
Mar.-May	141.3	158	120	113	142	134	136	130	167	108	123	182
June-Aug	137.7	149	118	107	139	132	132	127	171	120	121	156
Percentage change	−2½	−5½	−1½	−6	−2	−1½	−3	−2½	+2½	+11	−2	−14

p Provisional estimates. r Revised estimates.

had been substantially reduced, and they more or less balanced out, leaving the total recorded figure of exports in each month virtually correct.

From the autumn of 1973 until the end of 1974, however, there was evidence of a slight deterioration causing a small net amount of under-recording of about half of one per cent. In view of this evidence an adjustment, varying between £6 million and £8 million, was made for each month between October 1973 and December 1974, with smaller notional amounts in July to September 1973.

The monthly monitoring and follow-up process takes some time to carry out, so that the evidence becomes available several months in arrear. The evidence now available for 1975 shows a distinct and sustained improvement so that the amount of net under-recording is again negligible. As a result it is no longer necessary to make any adjustment for net under-recording to the monthly export figures from January 1975 onwards.

Regular monitoring of the quality of recording will continue.

6 Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain Customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

7 Invisible trade (services and other current transactions) covers the following items. Government services and transfer payments; all other services including sea and air transport, travel, and insurance, banking and other financial transactions; overseas income in the form of interest, profits and dividends; and private transfers. The monthly figures are inevitably less precise than those for visible trade for several reasons: the data are not available on a monthly basis (some are reported quarterly, others less frequently) and the figures are, therefore, essentially projections based on past trends revisions, affecting particularly gross credits and debits, but often the balance as well, are more frequent; and the gross figures themselves include a number of items which are appropriately recorded as the net profit or surplus arising on the transactions.

8 Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (table 12) accounts for almost all the trade in Fuels, section 3 of SITC(R) which is included in tables 5 and 8. Import and export figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases, etc.).

The figures of value and tonnage of crude oil imports in table 12 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels totals in table 8. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

TABLE 7 Exports: unit value indices Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
1975	198.3	178	198	439	193	196	200	189	209	194	177	180
1975 3rd quarter	202.0	183	200	442	197	201	202	201	209	195	177	185
4th quarter	210.1	187	202	474	205	213	217	203	211	202	180	192
1976 1st quarter	218.9	192	211	496	214	224	231	210	219	206	185	199
2nd quarter	234.3	211	229	530	229	242	248	230	232	216	196	213
1976 June	240.4	216	242	539	235	247	252	236	238	223	205	219
July r	242.6	217	247	545	237	248	252	240	240	228	204	222
August p	247.9	221	249	548	243	255	259	247	247	232	208	227
Mar.-May	228.3	205	221	518	223	236	242	222	227	211	190	208
June-Aug.	243.6	218	246	544	238	250	255	241	241	228	206	223
Percentage change	+6½	+6½	+11	+5	+7	+6	+5	+8½	+6½	+8	+8½	+7½

p Provisional estimates. r Revised estimates.

TABLE 8 Imports: commodity classes¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

				Industrial materials				Finished manufactures						
									Machinery and transport equipment†					
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery†	Road motor vehicles	Other transport equipment*	Other	Miscellaneous
1975	24,163	4,346	4,310	8,364	2,214	1,409	4,741	6,655	4,782	3,603	883	297	1,872	489
1975 3rd quarter	6,191	1,120	1,110	2,041	519	331	1,191	1,836	1,364	1,055	229	70	472	105
4th quarter	6,462	1,208	1,190	2,203	568	394	1,242	1,757	1,246	955	234	60	511	106
1976 1st quarter	6,612	1,020	1,303	2,402	676	430	1,295	1,818	1,265	901	264	95	553	92
2nd quarter	7,746	1,272	1,354	2,784	780	489	1,515	2,178	1,592	1,179	332	99	586	119
1976 June	2,668	446	435	944	268	179	497	801	600	463	116	29	202	46
July r	2,701	396	523	934	280	167	487	829	627	491	117	27	201	38
August p	2,577	407	463	935	278	164	492	729	522	369	125	18	207	37
Mar.-May	7,259	1,171	1,339	2,628	747	456	1,425	2,008	1,435	1,027	303	120	573	102
June-Aug.	7,946	1,249	1,421	2,813	827	511	1,476	2,359	1,749	1,323	358	75	610	121
Percentage change	+9½	+6½	+6	+7	+11	+12	+3½	+17	+22	+29	+18	−38	+6½	+19

* Not seasonally adjusted. † Includes North Sea production installations. ¶See Note 2 r Revised estimates. p Provisional estimates.

For imports the average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

The figures of value of crude oil exports have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels total in table 5. These figures include oil which has been re-exported.

9 Unit value and volume indices. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume

TABLE 9 Imports: areas¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

	Total	Developed countries				Developing countries		Centrally planned economies
		EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	
1975	24,163	8,805	3,566	3,208	1,855	3,274	2,666	753
1976 3rd quarter	6,191	2,215	1,013	802	476	864	652	186
4th quarter	6,462	2,423	941	789	491	825	724	213
1976 1st quarter	6,612	2,423	978	871	414	941	760	276
2nd quarter	7,746	2,902	1,095	1,051	498	964	889	310
1976 June	2,668	1,029	362	359	168	322	305	107
July r	2,701	885	465	379	176	417	309	86
August p	2,577	900	356	357	216	379	294	98
Mar.-May	7,259	2,688	1,081	1,021	464	924	822	284
June-Aug.	7,946	2,813	1,183	1,095	559	1,118	909	291
Percentage change	+9½	+4½	+12	+7½	+20	+21	+10	+2½

¶ See Note 2 r Revised estimates. p Provisional estimates.

TABLE 10 Imports: volume indices
Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures				
				Total	Basic materials	Chemicals	Other semi-manufactures	Total	Machinery and transport equipment**			Other
									Total	Machinery**	Road motor vehicles and other transport equipment	
Weights	1,000	227	105	427	151	60	216	229	166	133	33	63
1975	124.4	98	89	113	78	122	135	183	182	176	203	186
1975 3rd quarter	126.1	101	91	111	74	117	135	191	193	189	200	187
4th quarter	127.6	107	90	116	78	133	138	182	179	177	190	188
1976 1st quarter	125.7	91	90	123	92	143	140	183	177	164	224	198
2nd quarter	136.0	104	88	129	96	149	146	197	199	189	250	190
1976 June	136.5	107	80	127	94	163	140	206	213	209	240	189
July r	136.8	99	95	125	97	152	136	210	219	217	242	187
August p	131.0	105	83	123	94	143	138	194	194	179	240	195
Mar-May	131.5	99	90	126	96	143	142	189	188	174	254	189
June-Aug	134.8	104	86	125	95	152	138	203	208	202	241	190
Percentage change	+2½	+4½	−4½	−1	−½	+7	−3	+8	+11	+16	−5½	+½

p Provisional estimates. r Revised estimates. ** Includes North Sea production

TABLE 11 Imports: unit value indices
Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures				
				Total	Basic materials	Chemicals	Other semi-manufactures	Total	Machinery and transport equipment			Other
									Total	Machinery	Road motor vehicles and other transport equipment	
1975	235.9	219	535	199	215	229	180	188	183	181	194	200
1975 3rd quarter	237.6	217	536	200	213	230	182	196	192	189	204	207
4th quarter	249.5	223	591	206	222	234	187	205	199	197	210	220
1976 1st quarter	258.8	228	636	210	226	239	190	213	207	204	221	226
2nd quarter	281.4	243	686	230	248	262	210	234	230	225	251	242
1976 June	289.2	245	713	238	257	265	217	239	237	232	256	244
July r	293.3	244	721	244	263	272	224	243	239	236	254	253
August p	294.8	243	725	246	265	273	225	246	242	238	260	255
Mar-May	272.5	238	661	222	238	255	202	227	223	219	242	238
June-Aug	292.4	244	720	243	262	270	222	243	240	235	257	251
Percentage change	+7½	+2½	+9	+9½	+10	+5½	+10	+6½	+7½	+7½	+6	+5½

p Provisional estimates. r Revised estimates.

index numbers for March 1971 in *Trade and Industry* of 26 May 1971. An article was published in *Trade and Industry* of 11 October 1973 introducing the series of import and export unit value and volume indices with 1970 = 100. The purpose of the index numbers is to measure the changes in price and volume of our imports and exports. Index numbers can be constructed in various ways, and the series used here are of the fixed base type. Thus, the unit value indices measure changes in 'price' of a fixed selection of trade headings (although in practice it is not specific prices which are measured but the average price of all the varying transactions taking place each month in the selected headings, reflecting different kinds of goods covered by each heading and different markets or sources of supply). Correspondingly, the volume indices measure, for the same selection of trade headings, what the change in the value of trade would be assuming no changes in the prices charged from those in the base year. Because the indices are base weighted, they do not take account of the changes in the pattern of trade since the base year, and consequently their product does not precisely account for the change in the value of trade expressed as an index. In practice, though, since the composition of trade changes little between consecutive months, the product of the changes in the indices will often approximate to the change in the value of trade between one month and the next. A full methodological article about the 1970-based series of indices was published in the April 1975 issue of *Economic Trends*. Adjustments

TABLE 12 Trade in petroleum and petroleum products¶
On a Balance of Payments basis (Division 33 of SITC(R))

Seasonally adjusted

	Balance of Visible trade	Imports					Exports		
		Total	Crude oil			Rest of Division 33	Total	Crude oil	Rest of Division 33
	£ million fob	£ million fob	£ million fob	million fob	Average value per ton £ fob	£ million fob	£ million fob	£ million fob	£ million fob
1974	−3,422	4,118	3,347	109.1	30.7	771	696	29	667
1975	−3,114	3,835	3,071	85.8	35.8	764	721	30	691
1974 1st quarter	−730	866	705	28.4	25.0	161	136	3	133
2nd quarter	−889	1,091	903	28.2	32.1	188	202	12	190
3rd quarter	−897	1,080	869	26.4	33.1	211	183	6	177
4th quarter	−906	1,081	870	26.1	33.5	211	175	8	167
1975 1st quarter	−766	943	753	22.1	34.2	190	177	7	170
2nd quarter	−689	843	698	20.7	33.7	145	154	1	153
3rd quarter	−795	985	806	22.7	35.6	179	190	6	184
4th quarter	−864	1,064	814	20.3	40.2	250	200	16	184
1976 1st quarter	−959	1,180	931	21.5	43.4	249	221	18	203
2nd quarter r	−968	1,225	962	20.7	46.5	263	257	24	233
1976 June r	−320	395	316	6.5	48.2	79	75	10	65
July r	−370	475	369	7.6	48.7	106	105	9	96
Aug p	−320	419	337	6.8	49.4	82	99	16	83
Mar-May	−933	1,213	927	20.6	45.0	286	280	19	261
June-Aug	−1,009	1,288	1,022	21.0	48.7	266	279	35	244
Percentage change		+6	+10	+1½	+8½	−7	−½	+80	−6½

p Provisional estimates r Revised estimates. ¶ See note 8.

TABLE 13 Derivation of the visible trade figures on a balance of payments basis

£ million

	Exports				Imports			
	Recorded	Seasonally adjusted†			Recorded	Seasonally adjusted†		
	Overseas Trade Statistics basis (fob)	Overseas Trade Statistics basis (fob)	Coverage adjustments	Balance of Payments basis (fob)	Overseas Trade Statistics basis (cif)	Overseas Trade Statistics basis (cif)	Adjustments to BOP basis: Valuation adjustments	Adjustments to BOP basis: Coverage adjustments	Balance of Payments basis (fob)
1974	16,600	16,600	−701	15,899	23,234	23,234	−1,643	−472	21,119
1975 r	19,929	19,929	−1,161	18,768	24,163	24,163	−1,604	−587	21,972
1974 1st quarter	3,617	3,637	−156	3,481	5,375	5,269	−415	−85	4,769
2nd quarter	4,221	4,145	−137	4,008	6,001	5,936	−419	−154	5,363
3rd quarter	4,238	4,430	−207	4,223	5,795	5,992	−413	−115	5,465
4th quarter	4,524	4,388	−201	4,187	6,063	6,036	−396	−118	5,522
1975 1st quarter r	4,595	4,781	−250	4,531	5,882	5,879	−374	−122	5,383
2nd quarter r	4,943	4,744	−265	4,479	5,844	5,632	−385	−87	5,160
3rd quarter r	4,798	4,940	−307	4,632	6,010	6,191	−415	−155	5,621
4th quarter r	5,593	5,464	−338	5,126	6,427	6,462	−430	−223	5,808
1976 1st quarter r	5,818	5,775	−355	5,420	6,820	6,612	−433	−286	5,893
2nd quarter r	6,393	6,337	−345	5,992	7,776	7,746	−505	−209	7,032
1976 March r	2,260	2,014	−118	1,896	2,549	2,181	−148	−110	1,923
April r	2,029	2,039	−117	1,922	2,531	2,501	−158	−107	2,237
May r	2,070	2,133	−124	2,009	2,442	2,577	−166	−28	2,383
June r	2,294	2,165	−105	2,061	2,802	2,668	−182	−74	2,412
July r	2,110	2,062	−107	1,955	2,725	2,701	−183	−37	2,482
Aug p	1,969	2,158	−118	2,040	2,377	2,577	−171	−74	2,331
Mar-May	6,359	6,186	−358	5,828	7,522	7,259	−471	−244	6,543
June-Aug	6,373	6,386	−330	6,056	7,904	7,946	−536	−185	7,225
Percentage change		+3		+4	+5	+9½			+10

† Components and totals are rounded independently. p Provisional estimates. r Revised estimates [see Note (11) to Editors].

have been made to the import volume index to include North Sea oil production installations, however no changes have been made to the base-weighted unit value index.

10 Definition of areas. The areas used in tables 4 and 9 of this article comprise the following countries:

EEC – West Germany, Netherlands, Belgium, Luxembourg, France, Italy, Denmark and Irish Republic.
Rest of Western Europe – Finland, Sweden, Norway, Iceland, Switzerland, Liechtenstein, Portugal, Austria, Andorra, Vatican City, Greece, Turkey, Yugoslavia, Spain, Faroe Islands, Gibraltar, Malta, Continental Shelf (Foreign Part).
North America – USA, Canada, Puerto Rico, US Virgin Islands, Greenland.
Other Developed Countries – Australia, New Zealand, Japan and South Africa.
Centrally Planned Economies – Soviet Union, Poland, East Germany, Hungary, Czechoslovakia, Albania, Bulgaria, Romania, China, North Korea, North Vietnam and Outer Mongolia.
Oil Exporting Countries – Abu Dhabi, Algeria, Bahrein, Brunei, Dubai, Ecuador, Gabon, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Oman, Qatar, Saudi Arabia, Sharjah, etc., Trinidad and Tobago, and Venezuela.
Other Developing Countries – All other countries.

11 Revisions to trade figures. As a result of later and more complete information the previously published figures of imports and exports on a balance of payments basis have been revised.

Overseas Trade Statistics
Detailed particulars of United Kingdom imports and exports for August with cumulative totals will be published on 27 September* and further analysis of the figures will be found in tables 125 to 143 in the *Monthly Digest* for September†, due to be published in the second week of October.

Inquiries: 01-215 3131.

* *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £4.75 (Annual subscription £64.44).
† *Monthly Digest of Statistics*, published by HMSO, price £1.45 (Annual subscription including supplement of definitions and postage £21.28).

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Wholesale price indices in August

Output prices
The provisional price index for the home sales of manufactured products increased by 1½ per cent in August, as it did in July. This was more than was expected from the recent pattern of price increases with motor vehicles making the most significant contribution. This index rose 4 per cent in the latest three months compared with 3¾ per cent in the same period last year.

Further price rises for building joinery and higher prices for domestic furniture were responsible for the increase of 2½ per cent in the index for the timber industry. The index for the paper industries also showed a rise of more than 2 per cent.

Late information on price rises for footwear was responsible for a revised increase of nearly 2 per cent in the July index for the clothing and footwear industries. This index rose by less than 1 per cent on provisional figures for August with made-up clothing continuing to show particularly small price increases.

The indices for most other sectors of industry again rose by between 1 and 1½ per cent reflecting the higher costs of raw materials purchased earlier in the year.

Higher prices for many products, in particular bacon and ham, meat and fish products, and bread, were responsible for the rise of 1¾ per cent in the provisional index for the output of the food manufacturing industries.

Input prices
The provisional price index for materials and fuel purchased by manufacturing industry rose by ½ per cent in August to 302.9.

The index for materials and fuel purchased by manufacturing industry other than the food, drink and tobacco industries showed little change in August. Small price rises for a range of imported materials were largely offset by lower prices for silver and copper.

Lower prices for copper, copper scrap, tin and lead were responsible for the fall of 1½ per cent in the provisional index of materials and fuel purchased by the non-ferrous metals industry.

The rise of 1¾ per cent in the index for the timber industries was again caused by higher prices for imported softwood and plywood.

TABLE 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		1975			1976		1975	1976							
		2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	Aug	Jan	Feb	Mar	Apr	May	Jun	Jul p	Aug p
Orders III to XIX	Materials and fuel purchased by manufacturing industry:	225.6	239.3	256.1	266.5	292.6	241.4	261.5	263.9	274.2	286.3	292.0	299.6	301.6	302.9
	Materials†	228.7	243.4	261.4	272.5	299.2	245.7	267.2	269.9	280.4	292.2	298.5	306.8	308.9	310.4
	Coal (except for carbonising), gas and electricity	195.8	200.5	205.5	210.1	230.6	200.3	206.9	207.5	215.8	230.4	230.6	230.9	232.0	232.0
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	244.3	255.4	269.7	280.3	313.5	256.7	273.8	276.8	290.2	305.2	313.1	322.1	324.2	324.5
	Materials†	251.3	263.3	278.9	290.3	325.3	264.8	283.3	286.7	300.8	315.9	324.8	335.1	337.3	337.7
Order III	Materials and fuel purchased by the food, drink and tobacco manufacturing industries	191.5	206.2	224.8	235.4	246.8	209.0	233.4	234.4	238.3	245.3	246.0	249.1	251.4	255.0
	Materials and fuels purchased by selected broad sectors of industry														
211 to 229	Food manufacturing industries	187.7	205.2	227.0	237.0	246.5	208.2	235.3	236.1	239.6	244.5	245.4	249.6	251.5	253.8
	Materials†	186.9	204.9	227.3	237.3	246.5	208.1	235.6	236.5	239.7	244.5	245.3	249.6	251.5	253.7
	Fuel	208.6	210.9	217.8	230.9	248.0	210.8	228.9	229.3	234.4	246.6	248.6	248.7	251.7	255.1
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	186.5	202.8	225.6	235.8	243.3	205.6	234.3	235.2	238.0	241.9	242.1	245.8	247.4	250.0
Order V	Chemicals and allied industries	233.5	241.0	250.8	258.7	276.5	242.2	255.5	257.1	263.4	272.3	276.3	280.9	285.7	287.3
311 and 312	Steel industries	225.9	230.6	237.3	247.0	281.6	230.4	241.2	243.9	255.8	278.8	282.3	283.6	285.2	286.9
321 to 323	Non-ferrous metals industry	141.3	145.9	149.1	157.3	189.3	147.7	152.3	154.7	164.8	183.3	189.7	194.9	203.2	200.4
Order VII (excluding MLH 342)	Mechanical engineering industries	206.1	211.4	217.2	226.6	245.1	212.0	223.2	226.3	230.4	240.6	245.3	249.4	257.5	260.5
Order IX	Electrical engineering industries	176.5	182.6	187.0	196.4	218.5	184.1	192.5	195.3	201.5	212.8	218.5	224.1	229.9	231.5
Order X	Shipbuilding and marine engineering industries	205.6	209.7	213.8	222.3	238.5	210.1	218.8	222.5	225.6	234.9	239.0	241.5	249.7	252.7
Order XII	Metal goods industires	220.7	224.6	227.3	234.4	258.3	226.5	229.9	233.6	239.8	253.4	258.1	263.3	269.2	273.8
Order XIII	Textile industries	198.6	204.0	214.9	232.4	255.9	204.2	227.8	231.0	238.5	248.3	255.0	264.3	270.1	272.4
Order XV	Clothing and footwear industries	179.4	184.7	189.4	197.4	209.1	185.0	194.4	197.7	200.0	205.6	209.1	212.6	216.1	217.2
461, 464 and 469	Bricks, cement, etc, industries	217.7	225.1	231.7	245.1	259.0	225.2	240.7	244.4	250.2	255.2	258.9	262.9	269.7	270.7
462 and 463	Pottery and glass industries	207.6	216.0	226.3	237.8	248.5	215.5	235.1	237.7	240.7	246.2	248.7	250.5	256.0	259.1
Order XVII	Timber industries	217.2	217.0	220.2	235.2	259.7	217.0	229.0	235.1	241.4	247.5	259.7	271.8	279.0	283.7
481 to 484	Paper industries	240.1	243.5	248.9	253.5	273.7	244.5	250.7	251.4	258.4	267.0	275.0	279.1	281.5	283.6
Order XX	Construction materials	203.4	209.5	215.4	227.2	242.5	210.2	222.9	227.8	230.9	235.7	243.4	248.4	253.7	256.9
Part of Order XX	House building materials	205.0	211 2	217.2	229.2	244.7	211.8	224.8	229.7	233.0	237.4	245.9	250.9	256.8	260.3

† Includes crude oil and coal for carbonising.

Notes on wholesale price indices

1 Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry* of 9 April 1976.

2 The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

3 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by sectors of industry.

4 Firm and provisional indices, at all levels of aggregation, include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

5 Revisions to firm index numbers will only be published if the revised indices are significantly different. These revisions will only be notified in the full version of the wholesale price index articles; ie those published in April, August and December of each year.

These price rises together with higher prices for many home-produced materials, also contributed to the increases of 1¼ per cent in the indices for housebuilding materials and construction materials.

Price increases for home-produced tinplate were largely responsible for the increase of 1¾ per cent in the index for the metal goods industry. The indices for the bricks and cement industries and the pottery and glass industries both rose by 1¼ per cent with higher prices for liquid fuel making the most significant contribution.

Price rises for home produced materials, in particular fish, bacon pigs and meat were mainly responsible for the rise of 1 per cent in August, in the index for materials purchased by the food manufacturing industries. Lower prices for imported oils, oilseeds, oilcake and cereals reduced the effect of higher prices for imported coffee, cocoa beans and meat.

The indices for materials and fuel purchased by most other broad sectors of industry showed increases of less than 1 per cent in August.

TABLE 1(a) Price index numbers of materials and fuel purchased by selected sectors of industry

1970 = 100

1968 SIC		1975			1976		1975	1976							
		2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	Aug	Jan	Feb	Mar	Apr	May	Jun	Jul p	Aug p
361	Electrical machinery industry	191.6	196.7	201.5	211.5	230.9	197.7	207.9	210.8	215.9	226.0	230.7	236.0	242.4	245.4
362	Insulated wires and cables industry	134.5	139.9	143.4	152.1	179.3	143.8	147.5	150.0	158.8	172.2	179.2	186.6	192.7	192.3
364	Radio and electronic components industry	190.8	196.3	201.8	209.7	224.6	197.1	206.7	209.8	212.6	220.1	224.9	228.8	233.6	236.9
368	Domestic appliances industry	188.1	191.2	195.8	205.3	222.3	191.8	201.8	205.1	208.9	217.4	222.0	227.4	231.4	233.9
369	Electrical goods industries n.e.s.	183.7	187.7	192.6	200.7	219.6	188.8	197.1	200.3	204.7	214.5	219.8	224.4	229.3	231.0
381	Motor vehicle industry	207.0	212.3	219.1	229.6	247.4	212.5	225.6	229.2	234.0	241.8	247.5	252.9	257.5	260.6
411	Man-made fibres industry	207.7	212.1	221.7	231.1	248.1	212.7	226.1	231.0	236.1	244.2	247.5	252.5	254.0	256.8
414	Woollen and worsted industry	200.7	207.9	230.8	255.2	282.9	208.1	249.9	251.2	264.5	274.7	282.7	291.3	293.1	298.9
422/1	Household textiles and handkerchiefs industry	190.9	194.1	198.6	210.1	224.2	194.2	207.8	210.1	212.5	216.1	223.8	232.6	238.6	239.2
450	Footwear industry	177.3	184.0	189.1	198.3	214.7	184.0	194.6	199.4	200.8	211.8	213.9	218.3	220.0	221.4
481	Paper and board making industry	246.2	251.3	258.2	262.8	288.5	252.9	259.6	260.2	268.7	278.8	290.8	295.9	295.1	297.1

TABLE 2 Price index numbers of output (home sales)

1970 = 100

1968 SIC		1975			1976		1975	1976							
		2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	Aug	Jan	Feb	Mar	Apr	May	Jun	Jul p	Aug p
Orders III to XIX	Output of manufactured products	186.3	193.4	199.1	206.9	214.4	193.5	204.8	207.3	208.6	211.5	214.8	217.0	219.9	223.4
Orders IV to XIX	Products of manufacturing industry other than food, drink and tobacco manufacturing industries	192.1	199.1	205.4	214.5	222.0	199.3	211.9	215.0	216.6	219.3	222.4	224.2	227.6	231.3
	Output of selected broad sectors of industry														
211 to 229	Food manufacturing industries	197.4	201.3	208.0	215.2	222.2	201.6	213.6	215.3	216.6	219.3	222.4	224.8	227.9	232.0
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	198.7	203.0	208.2	215.5	220.5	203.6	214.0	215.6	217.0	218.7	220.5	222.3	224.4	228.7
Order V	Chemicals and allied industries	186.2	192.8	198.2	206.5	213.7	192.8	203.8	207.3	208.5	211.2	213.8	216.0	218.7	221.6
Order VI	Metal manufacturing	202.2	206.0	209.5	217.7	240.6	206.8	214.2	217.8	221.1	234.4	240.5	246.8	256.0	259.7
311 and 312	Steel industries	227.6	227.8	231.0	237.3	260.3	227.9	234.4	238.2	239.4	255.3	259.3	266.4	278.4	283.0
Orders VII to XII	Engineering and allied industries	187.6	195.3	201.8	209.9	217.7	195.7	207.0	210.6	212.1	214.7	218.3	220.2	223.4	227.0
Order VII (excluding MLH 342)	Mechanical engineering	193.0	202.1	209.3	218.6	226.1	202.4	216.0	219.2	220.6	223.4	226.5	228.4	233.3	235.4
Order VIII	Instrument engineering	162.8	171.2	176.2	184.9	190.9	171.7	183.6	184.2	187.0	190.4	190.8	191.5	193.5	197.0
Order IX	Electrical engineering	170.9	177.2	183.6	191.5	197.6	176.8	188.7	192.0	193.7	195.4	197.4	199.9	201.6	204.0
Order XI	Vehicles	204.6	212.9	219.9	227.7	236.8	213.2	223.5	229.5	230.0	232.1	238.4	240.0	241.8	248.6
Order XII	Metal goods industries n.e.s.	193.8	200.3	207.8	215.7	227.1	201.4	213.4	215.3	218.3	223.4	227.4	230.4	235.3	238.7
Order XIII	Textile industries	175.7	180.7	185.1	193.0	201.1	180.8	190.5	193.4	195.2	197.8	201.5	204.1	207.1	209.2
Order XV	Clothing and footwear	160.9	166.0	170.7	176.6	180.3	165.3	175.4	176.0	178.3	179.1	180.4	181.3	184.7	186.2
441/449	Made-up clothing	156.9	162.4	167.1	172.6	175.9	161.6	171.3	172.1	174.5	175.2	176.2	176.3	178.2	178.8
461, 464 and 469	Bricks, cement, etc, industries	198.3	209.3	218.8	231.5	243.1	210.1	227.0	232.7	234.9	237.6	245.2	246.6	249.7	253.6
462 and 463	Pottery and glass industries	191.0	202.3	210.2	215.4	223.2	202.9	213.0	215.9	217.2	221.3	223.4	225.0	227.6	230.5
Order XVII	Timber industries	201.7	207.9	210.9	218.7	225.5	208.2	216.1	218.9	221.2	222.9	225.6	228.1	231.8	237.4
481 to 484	Paper industries	218.6	227.2	233.8	235.4	242.4	226.9	234.9	235.3	235.9	239.4	243.1	244.6	248.8	254.4
Order XX	New construction†	220	228	236	238	246 p				238			246 p		

‡ Index of building costs relate to average for the quarter *(Department of Environment)*

TABLE (3a) Commodities produced in the United Kingdom (as published monthly)

1970 = 100

1968 SIC		1975	1976			
		Aug	May	Jan	Jul p	Aug p
101	Coal	301.4	350.2	350.1	350.1	350.2
102/1	Coated limestone roadstone	247.2	307.7	310.6	312.1	321.5
	Aggregates for concrete	187.3	214.3	217.0	217.6	217.6
103	Sand and gravel – ex pit or works	190.4	227.6	233.7	237.5	242.7
240	Tobacco	153.4	162.9	168.9	168.9	168.9
261	Foundry coke	..	404.2	404.2	404.2	404.2
262	Motor spirit, two star (including duty)●	172.4	208.2	208.2	208.7	209.5
	Medium fuel oil (950 secs – including duty)●	294.0	346.4	346.4	358.5	374.6
	Derv fuel (including duty)●	147.7	192.8	192.8	194.5	196.9
263	Lubricating oils and greases	205.8	238.1	238.0	238.0	240.8
271	General chemicals	208.7	240.6	244.5	247.9	252.2
271/1	Inorganic chemicals	208.5	236.1	238.0	241.5	242.4
271/2	Organic chemicals	229.0	262.5	266.6	270.8	278.1
272/1	Pharmaceutical chemicals	188.1	203.4	205.2	207.4	212.4
272/2	Pharmaceutical preparations	169.8	187.3	191.2	195.1	197.0
273	Toilet preparations	171.3	186.9	187.5	190.4	192.0
274	Paint	204.5	221.9	222.8	225.0	226.6
276/1	Synthetic resins and plastics materials	181.5	203.9	211.2	215.5	218.0
	Polyolefin moulding materials	183.3	214.3	231.3	238.9	241.4
	Polyvinyl chlorides	189.0	224.7	240.4	244.6	248.4
279/3	Explosives: fireworks, etc.	208.0	247.2	247.2	248.7	248.7
311/2	Uncoated steel sheets (other than stainless and electrical sheets)	201.7	248.7	276.0	276.0	276.0
	Tinplate	215.3	241.7	241.7	242.1	271.8
	Finished steel (other than sheets, tinplates, forgings and castings)	234.3	261.0	266.1	283.3	285.9
	Steel plates (non-alloy)	253.3	262.8	262.8	282.5	284.6
	Steel sheet piling	241.1	269.0	309.9	309.9	309.9
	Heavy steel bars and sections	241.2	266.7	298.5	298.5	298.5
	Light re-rolled bars and sections	230.0	264.2	264.2	294.6	297.9
	Finished stainless steels	183.9	203.3	203.3	216.7	222.2
	Steel castings	222.5	238.6	240.5	245.5	251.4
	Forgings (other than drop forgings)	259.9	335.2	337.7	340.5	351.9
312	Steel tubes – other than electric conduit tubes	250.2	285.4	285.6	297.4	301.9
313/3 and 313/4	Iron castings	237.5	269.4	271.9	277.6	281.9
	Cast and spun iron pipes and fittings	252.9	286.0	286.0	295.9	308.4
321	Wrought aluminium	179.3	215.7	218.0	222.0	229.7
	Aluminium: Rolled	173.2	207.2	207.6	213.1	226.2
	Extruded and drawn aluminium products – other than wire	172.0	214.4	214.9	222.8	253.3
	Aluminium: Castings	195.3	236.1	236.7	238.1	240.5
	Aluminium: Forgings	179.8	190.6	213.4	213.4	213.4
322	Brass ingots	120.7	172.4	172.0	174.1	174.1
331	Agricultural machinery	207.3	226.6	228.6	234.7	235.7
332	Metal-working machine tools†	220.9	244.2	247.9	253.7	256.3
333	Pumps, valves, compressors, fluid power equipment	205.0	225.0	226.1	228.9	230.9
336	Construction and earth-moving equipment	193.9	227.5	230.8	239.8	242.6

1968 SIC		1975	1976			
		Aug	May	Jun	Jul p	Aug p
368	Domestic electrical appliances	161.8	178.3	178.2	180.6	183.5
381/1	Passenger cars‡	189.9	211.2	211.8	213.6	221.0
381/2	Commercial and public service vehicles	222.1	251.4	253.5	255.5	262.7
	Commercial vehicles not exceeding 1½ tons gross vehicle weight	220.7	255.6	255.6	258.1	268.2
	Commercial vehicles and chassis over 1½ tons gross vehicle weight	221.8	250.2	252.6	254.1	260.7
	Public service vehicles	228.5	250.2	255.2	259.9	263.9
390	Engineers' cutting tools	168.1	194.2	195.2	197.5	199.3
	Engineers' cutting tools: diamond	149.7	165.6	167.3	170.9	172.5
	Engineers' cutting tools and parts: non-diamond	169.7	196.4	197.3	198.8	200.2
	Hacksaw blades	163.7	194.3	194.3	210.2	217.6
391	Hand tools and implements	209.2	236.7	237.2	246.1	251.7
392	Cutlery and tableware	191.1	217.6	222.5	224.0	230.1
399/1	Metal furniture, office and works equipment	184.8	200.5	206.4	211.8	212.4
399/12	Plumbers brassware	160.9	189.7	194.0	197.4	201.0
411	Man-made fibres production	160.4	174.0	174.3	175.5	177.2
412, 414/5 and 415	All spun man-made fibres yarns	172.6	198.1	200.7	202.5	204.7
412	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	187.1	236.6	255.0	264.1	267.4
413	Woven cotton cloth in the loomstate	188.6	219.1	229.8	236.5	239.1
	Man-made fibres fabrics in the loomstate	197.3	209.6	210.1	213.4	215.4
414/2	Yarns of wool spun on the worsted system	194.3	229.0	231.5	233.2	238.6
417	Hosiery and other knitted goods	155.0	166.2	167.6	170.2	171.7
419	Carpets and rugs	179.6	208.2	209.6	210.4	214.3
429/1	Asbestos manufactures	180.0	197.4	200.4	205.0	205.0
431/1	Leather for footwear	161.2	200.8	205.9	205.9	206.9
450	Footwear – including rubber footwear	174.5	189.9	193.0	201.2	205.2
461/1	Refractory goods including bricks	218.5	250.1	257.0	257.6	261.2
461/2	Non-refractory goods, including building bricks	215.8	245.6	245.7	253.5	256.2
	Engineering bricks – *delivered*	240.4	280.2	280.2	283.9	283.9
463/1	Flat glass (including safety and silvered glass)	206.8	220.9	220.9	220.9	220.9
	Glazing sheet and plate glass	175.7	197.8	197.8	197.8	197.8
463/2	Glass containers	209.8	230.3	233.8	234.3	234.5
464	Cement – *delivered in bulk*	210.1	249.9	249.9	250.0	256.1
469/2	Precast concrete products	200.2	231.7	234.9	241.3	245.5
	Precast concrete pipes – *delivered*	221.7	265.3	266.5	289.2	290.8
	Precast concrete manholes – *delivered*	177.4	215.7	217.0	225.7	226.1
	Plaster – gypsum	210.5	227.1	228.1	228.2	228.1
471/1	Homegrown hardwood – sawn†	223.2	237.4	239.6	240.3	245.0
471/2	Building joinery	230.9	255.9	262.0	268.6	276.8
472	Domestic furniture	190.3	203.3	204.0	204.2	210.5
473	Bedding, etc	206.0	225.0	225.4	227.4	229.6

Further information

Correspondence about wholesale price index numbers should be addressed to Statistics Division 4, Room 610, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Telephone inquiries for price index numbers should be made to 01-215 3544 (Tables 1 and 2 indices), 3549 (engineering), 5216 (chemicals, steel, building materials, etc.), 3548 (textiles, clothing timber, paper, etc.), 3173 (imported commodities).

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half	* five week period
the final digit shown	ø fifty-three week
p provisional	period

TABLE 3(a) (*continued*)

1968 SIC		1975	1976			
		Aug	May	Jun	Jul p	Aug p
481	Paper and board	223.4	239.0	240.0	249.1	258.2
	Printings and writings – excluding newsprint	215.4	235.3	235.3	252.0	254.3
482/1	Cardboard boxes, cartons and fibreboard packing cases	222.5	243.9	244.9	246.0	249.1
483	Manufactured stationery	225.5	241.8	245.7	247.3	254.7
484/1	Wallpaper	222.7	225.1	225.1	225.1	230.1
489	General printing, bookbinding, etc	191.9	206.5	209.7	212.3	214.6
491/1	Rubber tyres and tubes	184.3	192.2	201.0	206.0	206.4
492	Linoleum and felt base	192.4	209.5	210.6	210.6	212.8
Part 399/472	Office furniture	214.1	229.4	232.9	238.2	238.8
Part 338/399/472	Office equipment and machinery	177.2	186.4	188.2	191.6	192.0

ø Index based on scheduled outer zone prices for minimum bulk loads of 500 gallon (motor spirit 1,000 gallons) exclusive of rebates. p = provisional.
† Inclusive of purchase tax (before its abolition), VAT and Car Tax.
† The confirmed figures for April 1976 for 332 Metal working machine tools and 471/1 Homegrown hardwood sawn were 241.1 and 235.2, respectively.

TABLE 3(b) Commodities wholly or mainly imported into the United Kingdom

	1975	1976			
	Aug	May	Jun	Jul p	Aug p
Hides and skins	157.1	318.2	311.1	324.2	329.8
Non-ferrous metals:					
Aluminium, virgin ingot delivered	154.8	178.2	178.2	196.0	205.8
Copper‡	102.4	141.3	148.8	156.4	146.1
Lead‡	143.2	210.3	212.0	224.5	213.0
Nickel§	164.0	210.0	228.4	230.6	229.2
Tin, ingot min. 99.75% ‡	208.4	269.2	288.1	310.7	296.2
Zinc‡	282.8	346.8	344.3	352.2	336.4
Zinc§	281.4	343.2	352.3	347.6	348.0
Natural rubber	189.0	256.6	287.6	260.4	260.8
Sulphur, crude cif (for acid making)	256.3	297.1	297.1	288.1	288.1
Textiles:					
Raw cotton, all types	211.6	311.6	364.7	412.1	393.2
American types, cif Liverpool	218.2	321.6	378.9	417.4	395.7
Egyptian types, cif Liverpool	179.0	261.8	293.9	385.5	380.7
Raw wool – all types	207.8	288.9	301.2	302.8	311.1
Imported	213.6	285.6	299.8	300.2	308.1
Imported, merino	218.3	262.3	278.5	278.5	282.2
Imported, fine crossbreed	205.7	284.0	296.5	296.5	305.2
Imported, medium and coarse crossbred	232.0	361.3	374.5	375.9	392.5
British types	174.9	307.9	309.1	317.8	327.9
Timber:					
Imported hardwood (ex-yard or wharf)	228.3	287.1	294.2	297.3	311.2
Imported plywood (delivered to consumers	218.1	253.2	275.9	279.8	290.3
Imported softwood (delivered to consumers)	233.9	294.5	315.5	328.2	332.0
Woodpulp, imported	291.8	329.5	337.3	332.5	334.5

‡ LME settlement price. § Producer's price. p = provisional.

TABLE 5 United Nations index numbers of world export prices(1)

1970 = 100

		Primary commodities						Non-ferrous metals			Primary commodities and non-ferrous metals (2)		
		Total			Agricultural non-food								
		$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies
1974	1st quarter	303	318	274	232	244	209	160	168	144	284	298	256
	2nd quarter	304	304	263	229	229	198	183	183	159	288	287	249
	3rd quarter	309	315	274	221	225	196	142	145	126	287	292	254
	4th quarter	320	330	284	212	218	186	126	130	111	294	303	258
1975	1st quarter	312	313	261	201	202	168	124	124	101	287	287	240
	2nd quarter	299	309	250	198	204	166	121	125	101	275	284	230
	3rd quarter	295	333	261	196	220	173	118	133	105	271	306	240
	4th quarter	301	354	271	191	224	172	116	136	104	276	324	249
1976	1st quarter	304	365	277	201	242	183	120	144	109	279	336	255
	2nd quarter (3)	305	405	284	207	275	193	136	181	127	282	375	263
	July (4)	*325*	*437*	*304*	*232*	*311*	*216*	*146*	*196*	*136*	*301*	*405*	*281*
	August (4)	*320*	*431*	*297*	*232*	*312*	*216*	*140*	*189*	*130*	*296*	*399*	*275*

(1) Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates. (2) This combined index is not published as such by the UN. (3) Provisonal. (4) Projections by Department of Industry.

Metal working machine tools: sales and orders in June

Provisional monthly statistics of manufacturers' sales and orders for metal working machine tools up to and including June of this year are presented in table 1. These monthly values of sales and orders will be published in the Business Monitor PM 332, and full details of the quarterly inquiry will be published in the Business Monitor PQ 332.

The monthly estimates of sales up to September 1975 have been adjusted to be consistent with the more comprehensive quarterly inquiry, and the latest provisional estimates will be similarly revised when the appropriate information becomes available. Net new orders and orders-on-hand are reported on the same basis of coverage and valuation as sales (see *Trade and Industry*, 9 July 1976). A monthly employment series for the industry is also provided in table 2.

Summary

Provisional monthly statistics are now available for the months up to June of this year. They show that the increase of activity in the machine tool industry, noted at the beginning of this year, is now showing signs of stabilisation. Total sales for the second quarter of 1976 at £88 million, although 9 per cent lower than the high level of the previous quarter, were 15 per cent higher than the same period a year earlier. The latter increase, in current value terms, may reflect a slight fall in the volume of sales over the past year. New orders continued to show the improvement in the export sector noted in the first quarter of 1976, and home orders have now improved too, although total new orders still did not quite equal the level of sales. Thus there has been a further slight decline of total orders-on-hand, which stood at an again disappointingly low level at the end of June 1976. There are signs, however, that the lowest level of orders-on-hand has been reached; with a stable volume of sales and new orders, the depletion of the order books has slowed down from month to month. The estimate for employment has substantially remained unchanged; after a slight increase in May, the June level fell to that of the previous months.

Recent trends for machine tools

The latest statistics available for the months up to June of this year showed that the level of total deliveries has reached a steady level. Although 9 per cent lower than the previous three months, it was 15 per cent higher than the corresponding period a year earlier, both for home and export. In current value terms, at £88 million, it was still slightly higher than the level of new orders received for that period. Nevertheless new orders showed an improvement which, if

TABLE 1 Metal working machine tools: orders and sales

£ million

	Sales			Orders outstanding*			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1970	218.6	137.3	81.3	159.5	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	129.1	84.1	216.0	120.4	95.6	315.9	193.8	122.1
1974	254.4	149.9	104.5	324.6	175.0	149.6	363.0	204.5	158.5
1975 p	329.7	188.1	141.6	242.3	129.9	112.4	247.4	143.0	104.4
1974 1st quarter	55.1	34.1	21.0	250.5	134.8	115.7	89.6	48.5	41.1
2nd quarter	56.1	33.0	23.1	295.5	155.3	140.2	101.1	53.5	47.6
3rd quarter	64.5	38.7	25.8	328.3	175.9	152.4	97.3	59.3	38.0
4th quarter	78.7	44.1	34.6	324.6	175.0	149.6	75.0	43.2	31.8
1975 1st quarter	80.9	48.3	32.6	297.0	149.8	147.2	53.3	23.1	30.2
2nd quarter	77.0	45.1	31.9	289.0	144.1	144.9	69.0	39.4	29.6
3rd quarter	82.4	46.1	36.3	262.5	129.6	132.9	55.9	31.6	24.3
4th quarter p	89.4	48.6	40.8	242.3	129.9	112.4	69.2	48.9	20.3
1976 1st quarter p	96.9	55.7	41.2	217.6	111.2	106.4	72.2	37.0	35.2
2nd quarter p	88.6	52.0	36.6	206.3	106.3	100.0	77.3	47.1	30.2
1974 July	23.6	13.9	9.7	308.9	162.4	146.5	37.0	21.0	16.0
August	18.3	11.2	7.1	320.0	169.8	150.2	29.4	18.6	10.8
September	22.6	13.6	9.0	328.3	175.9	152.4	30.9	19.7	11.2
October	28.5	15.5	13.0	329.1	172.8	156.3	29.3	12.4	16.9
November	28.6	16.5	12.1	325.7	172.6	153.1	25.2	16.3	8.9
December	21.6	12.1	9.5	324.6	175.0	149.6	20.5	14.5	6.0
1975 January	22.5	13.2	9.3	322.5	169.3	153.2	20.4	7.5	12.9
February	27.7	16.5	11.2	311.4	161.5	149.9	16.6	8.7	7.9
March	30.7	18.6	12.1	297.0	149.8	147.2	16.3	6.9	9.4
April	26.0	14.7	11.3	320.7	170.0	150.7	31.7	16.9	14.8
May	26.7	15.3	11.4	298.0	148.5	149.5	22.0	11.8	10.2
June	24.3	15.1	9.2	289.0	144.1	144.9	15.3	10.7	4.6
July	26.3	14.1	12.2	280.3	139.0	141.3	17.6	9.0	8.6
August	23.7	13.8	9.9	275.0	133.7	141.3	13.4	8.5	9.9
September	32.4	18.2	14.2	262.5	129.6	132.9	19.9	14.1	5.8
October p	29.5	15.6	13.9	253.5	128.3	125.2	20.5	14.3	6.2
November p	29.0	17.0	12.0	238.2	120.7	117.5	13.7	9.4	4.3
December p	30.9	16.0	14.9	242.3	129.9	112.4	35.0	25.2	9.8
1976 January p	30.8	18.6	12.2	239.3	120.1	119.2	27.8	8.8	19.0
February p	31.5	17.6	13.9	229.3	116.3	113.0	21.5	13.8	7.7
March p	34.6	19.5	15.1	217.6	111.2	106.4	22.9	14.4	8.5
April p	28.4	17.3	11.1	219.2	110.0	109.2	30.0	16.1	13.9
May r	31.1	16.8	14.3	206.2	106.1	100.1	18.1	12.9	5.2
June p	29.1	17.9	11.2	206.3	106.3	100.0	29.2	18.1	11.1
Three monthly totals									
April 1976 to June 1976	88.6	52.0	36.6	206.3	106.3	100.0	77.3	47.1	30.2
January 1976 to March 1976	96.9	55.7	41.2	217.6	111.2	106.4	72.2	37.0	35.2
April 1975 to June 1975	77.0	45.1	31.9	289.0	144.1	144.9	69.0	39.4	29.6
Percentage change latest three months on:									
1 Previous three months	−9	−7	−11	−5	−4	−6	+7	+27	−14
2 A year earlier	+15	+15	+15	−29	−26	−31	+12	+20	+2

p = provisional.
* The values for orders outstanding relate to the ends of the periods shown.
Due to rounding, constituent figures may not sum to their respective totals.

TABLE 2 Metal working machine tools: employment

Thousands

1974	1st quarter	52.9	1975	1st quarter	54.0	1976	January p	50.1
	2nd quarter	53.2		2nd quarter	53.0		February p	49.5
	3rd quarter	54.0		3rd quarter	52.2		March p	49.3
	4th quarter	54.4		4th quarter p	50.6		April p	49.3
							May p	49.5
							June p	49.3

maintained, would reverse the trend of declining orders-on-hand apparent since April 1975.

Total new orders received, net of cancellations at £77 million, were 7 per cent higher than the previous three months and 12 per cent higher than the corresponding period a year earlier. The performance of new orders from the home market showed a marked increase over the previous three months; at £47 million it was 27 per cent higher than the previous quarter, and 20 per cent over the same period in 1975. This seems well above the level of any price increases, suggesting that there may have been an increase in volume terms. The high level of home demand has currently overtaken the continuing improvement in order taking in the overseas sector. Orders from abroad, although down by 14 per cent over the previous three months and 2 per cent lower than the corresponding period a year earlier, nevertheless continued the substantial improvement over the levels of last year as a whole.

The combined intake of new orders, both at home and abroad, in these last three months showed signs of approaching the level of total deliveries; it was only 13 per cent below the level of deliveries as compared with 25 per cent three months earlier. However, this intake of new orders, being lower than that of sales, has again helped to deplete the order-book, which at the end of June stood at £206 million; 5 per cent lower than the previous three months and 29 per cent below the level of the corresponding period a year earlier. In terms of current activity the level of orders-on-hand represents no more than six to seven months work, which is thought to be the lowest acceptable level for the industry. However, it may be anticipated that the current International Exhibition will produce a considerable upturn in the order books.

Included in table 2 is a specially prepared estimate of the employment of the industry covered by this article, ie part of MLH 332 concerned primarily with metal cutting and metal forming machine tools and parts, excluding welding equipment. The estimate for June at 49.3 thousand shows that the downward trend may have steadied out after the recent recession. Inquiries on the published series should be addressed to Department of Industry, Mechanical Engineering Statistics, Room 610, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0083.

Engineering sales and orders (SIC VII, VIII and IX) up to June

Provisional trend estimates and seasonally adjusted volume index numbers of engineering sales and orders to June, presented below, continue to suggest that both the inflow of new orders and the level of sales are recovering from the low level reached at about the turn of the year. These trends are apparent in both home and export markets with sales to both markets increasing at similar rates but with new orders received from the export market more marked than from the domestic market. The level of new orders remains below the level of sales, so both home and export order books continue to shorten.

The volume of sales to the home market continued to show a recovery from the low level reached at the beginning of the year with an increase in the trend between March and June of 2 per cent. Home net new orders also continued to increase and rose by 2½ per cent over the same period. With the inflow of new domestic orders below the level of home sales, home order books fell by 4 per cent in the second quarter.

The trend in export sales showed an increase similar to that for home sales over the latest three months. However export net new orders, which rose sharply in June, noticeably amongst electrical engineering goods, showed an increase in the trend between March and June of 10½ per cent. Despite the rise in new orders over this period they still remained at a lower level than sales with a consequential fall of 4 per cent in the volume of export orders-on-hand.

Between March and June the trend in total sales rose by 2 per cent and continued to indicate the improvement in activity from the low levels at the turn of the year. The improving inflow of total new orders, the trend in which rose by 5 per cent over the same period, has not yet stabilised the level of orders-on-hand. Total sales were maintained by working through order books which fell by 4 per cent during the second quarter.

The revised figures published in this table are based on the monthly engineering inquiry relating to June 1976. The response rate of 83 per cent to the inquiry for June is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for March, April and May response rates for these months were 90, 89 and 86 per cent respectively.

When using the volume index numbers and trends shown in the accompanying table, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the values of engineering sales and orders to constant prices become more acute. Because of these difficulties the relative accuracy of the volume estimates is likely to have been reduced in recent months and studies are currently in hand to ascertain the possible directions

Economic Trends

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and magnitudes of any biasses, which may lead to revisions in due course.

An expanded commentary, together with additional tables, is given in Business Monitor PM 33-36, Engineering (volume indices of sales and orders), obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £2.22 per annum. Separate commentaries and volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for mechanical, instrument and electrical engineering (SIC orders VII, VIII and IX respectively).

Index numbers for the combined engineering industries (SIC orders VII, VIII and IX) (a)

Volume index numbers: Orders-on-hand. December 1970 unadjusted = 100 Net new orders and sales, 1970 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend estimates									
1974 July	137	110	113	132	108	112	147	114	116
August	136	107	113	131	106	112	146	108	117
September	134	103	113	129	103	112	144	104	117
October	133	100	113	128	99	111	142	101	118
November	130	96	113	125	95	111	140	99	118
December	128	93	113	123	92	111	137	96	118
1975 January	125	92	113	120	91	110	135	95	118
February	122	91	112	117	90	110	132	94	117
March	119	92	111	114	90	109	129	95	117
April	117	92	110	112	90	107	127	97	116
May	115	92	109	109	89	106	125	100	116
June	112	92	108	107	88	104	123	102	115
July	110	91	107	105	86	104	122	103	115
August	108	90	106	102	85	103	120	101	114
September	106	88	105	99	84	102	118	99	113
October	103	87	104	96	83	101	116	96	112
November	101	86	103	94	83	100	114	94	112
December	99	87	103	92	84	99	112	93	112
1976 January	97	88	103	90	86	98	110	94	113
February	95	90	103	89	88	99	107	96	115
March	93	93	104	87	90	100	105	99	116
April	92	95	105	86	91	101	104	103	117
May	91	96	106	85	92	101	102	106	118
June	90	97	107	84	92	102	101	109	118
Percentage change (b) March-June 1976	−4.0	5.0	2.0	−4.0	2.5	2.0	−4.0	10.5	2.0
Seasonally adjusted									
1969	101	100	97	102	99	99	100	102	91
1970	100	99	100	100	99	100	100	100	100
1971	93	97	101	95	98	101	89	93	102
1972	99	103	101	103	108	105	90	91	92
1973	133	134	113	134	136	117	131	131	102
1974	128	109	111	123	105	111	139	118	113
1975	99	90	108	91	87	105	113	98	115
1974 1st quarter	136	117	108	133	109	110	142	135	105
2nd quarter	138	117	112	133	112	111	148	128	113
3rd quarter	134	106	114	130	106	112	144	105	117
4th quarter	128	97	112	123	94	110	139	104	117
1975 1st quarter	119	89	112	114	89	110	128	89	118
2nd quarter	113	95	109	108	92	106	124	102	115
3rd quarter	106	90	107	100	86	103	118	101	114
4th quarter	99	85	103	91	80	100	113	98	112
1976 1st quarter	94	91	103	88	90	98	106	94	115
2nd quarter	90	95	106	83	91	102	102	106	118
1975 January	124	86	114	119	85	112	135	88	119
February	122	97	113	117	98	111	132	95	118
March	119	85	110	114	85	108	128	85	117
April	116	94	112	111	94	111	126	95	115
May	115	100	107	110	94	104	126	114	115
June	113	90	106	108	86	103	124	98	115
July	109	84	109	104	77	105	121	99	120
August	108	93	102	102	84	99	121	115	110
September	106	94	109	100	96	107	118	88	113
October	103	84	107	96	79	104	116	96	112
November	101	85	103	94	83	98	113	89	114
December	99	87	100	91	77	96	113	110	110
1976 January	96	82	102	90	85	98	109	76	113
February	95	96	101	89	95	96	107	99	113
March	94	95	105	88	90	100	106	108	119
April	92	93	108	86	92	104	103	96	119
May	90	94	108	84	90	103	101	102	119
June	90	99	103	83	91	98	102	120	115
Jan.-March 76 (av.)	94	91	103	88	90	98	106	94	115
April-June 76 (av.)	90	95	106	83	91	102	102	106	118
Percentage change (b)	−4.5	4.5	-3.5	−5.0	1.0	4.0	−4.0	12.5	2.5

(a) All figures are provisional.

(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.

Motor vehicle output in August

Production of cars in the four weeks ending 21 August of 64,772 units (16,193 per week) was 18 per cent below the level in August 1975. In the first eight months to August 1976, car production was 5 per cent higher than in the same period last year. Production for export rose by 2 per cent and that for the home market by 8 per cent.

Production of commercial vehicles of 18,033 units (4.508 per week) was 12 per cent below the level in August 1975. Production in the first eight months to August was 6 per cent lower than in the corresponding period of 1975, production for the home market falling by 15 per cent while production for export rose by 4 per cent.

(The summaries which follow are based on the seasonally adjusted figures in table 2).

Cars

August passenger car production of 80,000 units was 24 per cent below the monthly average for 1975. Output in the three months June to August fell by 7 per cent compared with the preceding three months; within the total, home market production decreased by 11 per cent while production for export fell by 2 per cent.

Commercial vehicles

Commecial vehicle production of 26,400 units was 17 per cent below the average monthly level in 1975. In the period June to August, output fell by 6 per cent compared with the preceding three months. Output for the home market decreased by 6 per cent while for export fell by 7 per cent.

Inquiries: 01-212 0855.

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,049	416,623	8,012
1974	52	937,932	596,187	1,534,119	29,502	232,373	170,193	402,566	7,742
1975	52	735,532	532,164	1,267,696	24,379	194,319	186,386	380,705	7,321
1975 1st quarter	13	242,571	139,736	382,307	29,408	61,402	46,808	108,210	8,324
2nd quarter	13	145,107	142,664	287,771	22,136	49,650	48,435	98,085	7,545
3rd quarter	13	151,830	117,925	269,755	20,750	39,136	38,724	77,860	5,989
4th quarter	13	196,024	131,839	327,863	25,220	44,131	52,419	96,550	7,427
1976 1st quarter	13	209,955	148,844	358,799	27,600	44,978	48,785	93,763	7,213
2nd quarter	13	205,839	143,677	349,516	26,886	46,510	51,249	97,759	7,520
1975 January	4	79,301	46,278	125,579	31,395	19,997	14,429	34,426	8,606
February	4	84,826	43,032	127,858	31,964	19,669	15,619	35,288	8,822
March	5	78,444	50,426	128,870	25,774	21,736	16,760	38,496	7,699
April	4	57,260	48,895	106,155	26,539	16,866	14,418	31,284	7,821
May	4	35,750	36,423	72,173	18,043	15,879	16,070	31,949	7,987
June	5	52,097	57,346	109,443	21,888	16,905	17,947	34,852	6,970
July	4	39,303	32,345	71,648	17,912	10,995	12,480	23,475	5,869
August	4	40,219	38,525	78,744	19,686	10,117	10,271	20,388	5,097
September	5	72,308	47,055	119,363	23,873	18,024	15,973	33,997	6,799
October	4	60,873	36,246	97,119	24,280	14,964	16,352	31,316	7,829
November	4	65,941	46,021	111,962	27,991	13,994	16,300	30,294	7,574
December	5	69,210	49,572	118,782	23,756	15,173	19,767	34,940	6,988
1976 January	4	56,966	39,432	96,398	24,100	12,051	13,971	26,022	6,506
February	4	68,878	50,913	119,791	29,948	14,468	15,829	30,297	7,574
March	5	84,111	58,499	142,610	28,522	18,459	18,985	37,444	7,489
April	4	54,445	38,281	92,726	23,182	13,209	14,019	27,228	6,807
May	4	76,074	51,169	127,243	31,811	16,122	18,245	34,367	8,592
June	5	75,320	54,227	129,547	25,909	17,179	18,985	36,164	7,233
July	4	56,334	34,350	90,684	22,671	12,389	13,444	25,833	6,458
August	4	32,975	31,797	64,772	16,193	8,850	9,183	18,033	4,508

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1974, but any later changes known to have come into operation are shown.

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TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months gave a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.1	15.5	31.6
1975 1st quarter	80	46	126	20.4	16.5	36.9
2nd quarter	47	44	91	15.6	14.6	30.2
3rd quarter	60	47	107	15.4	14.9	30.3
4th quarter	58	41	99	13.4	16.1	29.5
1976 1st quarter	69	48	117	14.8	17.0	31.8
2nd quarter	67	44	111	14.8	15.6	30.4
1975 January	76	48	124	20.5	17.6	38.1
February	97	45	142	21.6	17.0	38.6
March	68	44	112	19.1	15.0	34.1
April	65	49	114	17.8	15.2	33.0
May	34	34	68	15.6	14.4	30.0
June	43	48	91	13.5	14.2	27.7
July	57	47	104	15.0	15.0	30.0
August	50	46	96	14.4	15.4	29.7
September	72	48	120	16.7	14.6	31.1
October	57	36	93	14.0	15.7	29.6
November	58	43	101	13.1	16.1	29.2
December	59	44	103	13.0	16.6	29.6
1976 January	56	41	97	12.4	17.2	29.6
February	80	54	134	16.0	17.3	33.3
March	71	50	121	15.9	16.6	32.5
April	64	40	104	14.4	15.4	29.8
May	74	48	122	15.9	16.5	32.4
June	63	46	109	13.9	15.1	29.0
July	82	51	133	17.1	16.2	33.3
August	42	38	80	12.7	13.7	26.4
Average of:						
March-May 1976	70	46	116	15.5	16.1	31.6
June-Aug. 1976	62	45	107	14.6	15.0	29.6
Percentage change	−11	−2	−7	−6	−7	−6

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

New companies registered in Northern Ireland

During August 1976, 42 private companies with a total nominal capital of £2,006,700 were incorporated in Northern Ireland. During the period January–August 384 companies with a total nominal capital of £11,637,960 were incorporated, compared with 334 companies with a total nominal capital of £10,038,797 in the same period in 1975.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the five weeks ended 31 July 1976.

	£
Distributors' earnings submitted	
Low-cost films:	
Eligible (after multipying by 2½)	56,832
Not eligible for 2½ times rental	71,687
	128,519
High cost films (including newsreels after multiplying by 2½)	289,740
	418,259
Films under 3,000 ft (after multiplying by 2½)	52,308
	470,567

Levy collections paid to the agency by HM Customs and Excise to 24 August 1976 approximately covering entertainments for the five weeks ended 31 July 1976 — £190,152

The ninth interim allocation for the nineteenth year will be at the rate of 62 per cent.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 17 September 1976.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Movietone News 2467	BR/E 38633/19/9/81	8	17 September	British Movietonews Ltd	British Movietonews Ltd
			FOREIGN		
Down The Ancient Stairs (Per Le Antiche Scale)	F 38764	102	13 September	Fox-Rank Distributors Ltd	Italian International Film Srl, Rome
See	F 38765	12	14 September	Contemporary Films Ltd	RA Films, London
Family Life	F 38766	92	14 September	Contemporary Films Ltd	Film Polski, Warsaw
The Travelling Players	F 38767	230	14 September	Artificial Eye Film Co. Ltd	George Papalios Productions, Athens
The Devil's Men	F 38768	94	16 September	Cathay Films Ltd	Poseidon Films Ltd, London
The Spoilers	F 38769	91	16 September	Cathay Films Ltd	Paragon Pictures Ltd, Hong Kong
Breaking Point	F 38770	92	17 September	Fox-Rank Distributors Ltd	Breaking Point Productions Ltd, Toronto

NOTE

The quota life of the film 'Sex Clinic' (BR/E 36288), has been extended until 16 July 1978 by a direction under section 2(2) of the Films Act 1960, as amended by section 10(1) of the Films Act 1970.

Release dates of economic statistics to be published in October

This notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in October. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release	Source
October			
4 Mon.	CBI Monthly Trends Inquiry (Sept.)	PN	CBI
	Hire purchase and other instalment credit business (Aug.)	PN	Department of Industry
	Retail sales (Aug. – final)	PN	Department of Industry
	Investment intentions of the manufacturing, distributive and service industries (1976 and 1977)	PN	Department of Industry
	United Kingdom official reserves (Sept.)	PN	HM Treasury
	Capital issues and redemptions (during month of September)	PN	Bank of England
5 Tues.	Provisional figures of vehicle production and estimates of new car registrations (Sept.)	PN	Department of Industry
6 Wed.	London clearing banks' monthly statement (mid-Sept.)	PN	CLCB
	UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Sept.)	PN	Bank of England
8 Fri.	Personal income, expenditure and savings (2nd qtr.); gross domestic product (2nd qtr. rev.)	PN	CSO
11 Mon.	Turnover of the catering trades (Aug.)	PN	Department of Industry
	Wholesale price index numbers (Sept.)	PN	Department of Industry
	Central Government financial transactions (including borrowing requirement) (Sept.)	PN	HM Treasury
12 Tues.	Index of industrial production (Aug.)	PN	CSO
13 Wed.	Building Societies' receipts and loans (Sept.)	PN	BSA
14 Thurs.	Balance of payments current account and oversees trade figures (Sept.)	PN	Department of Trade/ CSO
15 Fri.	Usable steel production (Sept.)	PN	BSC/BISPA
	Retail prices index (Sept.)	PN	Department of Employment
18 Mon.	UK banks' assets and liabilities and the money stock (mid-Sept.)	PN	Bank of England
	London dollar and sterling certificates of deposit (mid-Sept.)	PN	Bank of England
	Retail sales (Sept. – prov.)	PN	Department of Industry
20 Wed.	Basic rates of wages and normal weekly hours (Sept.)	PN	Department of Employment
	Monthly index of average earnings (Aug.)	PN	Department of Employment
21 Thurs.	Car and commercial vehicle production (Sept. – final)	PN	Department of Industry
	Consumers' expenditure (1st preliminary estimate) (3rd qtr.)	PN	CSO
22 Fri.	Sales and orders in the engineering industries (July)	Trade and Industry	Department of Industry
	New vehicle registrations (Sept.)	PN	Department of the Environment
	Net acquisition of financial assets – analysis by sector (2nd qtr.)	PN	CSO
	Appropriation account of industrial and commercial companies (2nd qtr.)	PN	CSO
	Financial accounts of industrial and commercial companies and personal sectors (2nd qtr.)	PN	CSO
24 Sun	National Savings monthly progress report (Sept.)	PN	National Savings Committee
25 Mon.	Construction – new orders (Aug.)	PN	Department of the Environment
26 Tues.	Unemployment (Oct. – prov.)	PN	Department of Employment
	Unfilled vacancies (Oct. – prov.)	PN	Department of Employment
28 Thurs.	Unemployment (Sept. – final)	Gazette	Department of Employment
	Employment in production industries (Aug.)	Gazette	Department of Employment
	Overtime and short-time working in manufacturing industries (Aug.)	Gazette	Department of Employment
	Stoppages of work due to industrial disputes (Sept.	Gazette	Department of Employment
	Energy Trends	PN	Department of Energy
	Slum clearance (3rd qtr. – prov.)	PN	Department of the Environment
	Housing starts and completions (Sept – prov.)	PN	Department of the Environment
	House renovation grants approved (Sept. – prov.)	PN	Department of the Environment
29 Fri.	Bricks and cement production (Sept.)	PN	Department of the Environment

PN = Press Notice.

Inquiries: Central Statistical Office, Great George Street, London SW1P 3AQ, tel. 01-233 7489.

United Kingdom Mineral Statistics 1975

This review of all mineral statistics relating to the United Kingdom, is the third in a series produced annually by the Institute of Geological Sciences. It is an attempt to encompass in one source all the statistical information on production, trade and consumption of minerals and their derivatives collected by various government departments, and industrial and trade organisations. Data for England, Wales, Scotland, Northern Ireland, and individual counties are featured, and the statistics – in metric units throughout – are illustrated by numerous diagrams.

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Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (A)	16 July 1976
Balance of payments:	
current account (M)	This week
trends in invisible transactions	16 Apr. 1976
(*see also* Overseas trade of the UK)	
Business names and limited partnerships (A)	7 May 1976
Capital expenditure: manufacturing, distributive and service industries (Q)	3 Sept. 1976
By regions	13 Aug. 1976
Catering trades turnover (M)	17 Sept. 1976
Census of production (A)	2 Apr. 1976
Chemicals industry activity (Q)	2 July 1976
Companies:	
acquisitions and mergers (Q)	13 Aug. 1976
Liquidations *see* Insolvencies	
liquidity (Q)	10 Sept. 1976
new registrations:	
Gt. Britain (M)	17 Sept. 1976
N. Ireland (M)	This week
rate of return on capital	24 Oct. 1975
Construction work overseas (A)	27 Aug. 1976
EEC economic indicators	17 Sept. 1976
Energy trends (M)	3 Sept. 1976
Engineering industries: sales and orders (M)	This week
Film industry	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	17 Sept. 1976
overseas payments and earnings (A)	20 Aug. 1976
registrations of films (A)	30 Jan. 1976
Food:	
consumption levels (6M)	27 Aug. 1976
household consumption (Q)	2 July 1976
Footwear industry: production, orders and deliveries (M)	27 Aug. 1976
Foreign exchange: official reserves (M)	10 Sept. 1976
Foreign trade: industrial countries' production and trade (Q)	25 June 1976
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	10 Sept. 1976
Industrial production:	
index numbers (M)	This week
N. Ireland index	21 Nov. 1975
Scotland	6 Aug. 1976
Wales	30 July 1976
Insolvencies (Q)	6 Aug. 1976
Insurance companies: investments and assets (A)	20 Aug. 1976
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	11 June 1976
investment and earnings overseas (A)	25 June 1976
Man-made fibres:	
deliveries (Q)	3 Sept. 1976
production (M)	3 Sept. 1976
production: quarterly analysis (Q)	3 Sept. 1976
Metal-working machine tools (M)	This week
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures (M)	10 Sept. 1976
motor trade turnover (Q)	20 Aug. 1976
Office development permits (Q)	13 Aug. 1976
Overseas trade of the UK:	
direct exporters and credit terms (A)	16 July 1976
analysis of trends (Q)	3 Sept. 1976
ten-year back run (A)	12 Mar. 1976
export prospects (Q)	10 Sept. 1976
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	20 Aug. 1976
Regional development grants (Q)	6 Aug. 1976
amendment	13 Aug. 1976
Regional selective assistance monthly summary (M)	20 Aug. 1976
Regional selective assistance: offers £10,000 or more (Q)	27 Aug. 1976
Retail prices index (M)	This week
Retail trades:	
sales (M)	10 Sept. 1976
provisional figures (M)	17 Sept. 1976
sales, N. Ireland (M)	27 Aug. 1976
stocks (M)	17 Sept. 1976
Royalties: overseas transactions (A)	25 June 1976
Shipping: nationality of vessels in UK sea-borne trade (A)	9 July 1976
Steel consumption and stocks (Q)	20 Aug. 1976
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	3 Sept. 1976
manufacturers' stocks: monthly estimates (M)	10 Sept. 1976
retail (M)	17 Sept. 1976
Television: overseas payments and earnings (A)	20 Aug. 1976
Textiles:	
activity in the industry (Q)	30 July 1976
carpet sales (M)	10 Sept. 1976
cotton industry production (M)	10 Sept. 1976
hosiery production (M)	20 Aug. 1976
made-up clothing: orders and deliveries (M)	30 July 1976
wholesale houses' sales (M)	20 Aug. 1976
wool exports (Q)	17 Sept. 1976
wool output (M)	17 Sept. 1976
Tourism:	
foreign visitor arrivals (M)	17 Sept. 1976
overseas travel and tourism (Q)	6 Aug. 1976
Wholesale prices:	
average prices of selected commodities (A)	9 Apr. 1976
index numbers (M)	This week

Departmental organisations etc.

British commercial representations overseas	16 Apr. 1976
Customs notices of interest to exporters	6 Aug. 1976
ECGD local offices	17 Sept. 1976
Guide to departments	23 July 1976
Official Receivers' offices	6 Aug. 1976
Programme of trade promotions	6 Aug. 1976
Release dates of economic statistics	This week

Addresses of ECGD offices

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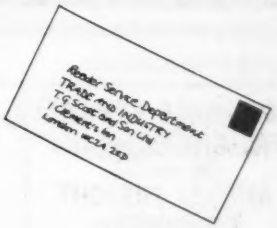

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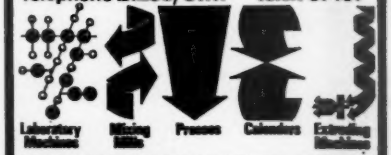

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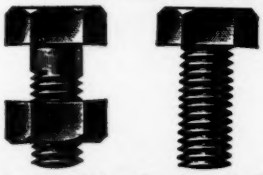

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